



ALBUQUERQUE JOURNAL
**BUSINESS
OUTLOOK**

Monday, March 12, 2018

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Flying 40 gearing up for its 21st year

JOURNAL STAFF REPORT

The New Mexico Technology Flying 40 program is continuing its legacy of recognizing New Mexico's fastest-growing technology companies.

The long-running program — now in its 21st year — celebrates the state's technology entrepreneurs and the contributions they make to New Mexico's economy.

This year's primary sponsor, the Sandia Science and Technology Park, already has begun inviting businesses to be recognized among the state's high-tech growth leaders. Applications are available online through April 6 at www.flying40.com.

The prestigious rankings were briefly in jeopardy with last year's closure of Technology Ventures Corp., the previous sponsor. TVC, a nonprofit established to help commercialize technology coming out of Sandia National Laboratories, closed up shop after a consortium headed by Honeywell International took over management of Sandia from

Lockheed Martin.

But Sandia Science & Technology Park Development Corp. has stepped in to fill the void.

"As the New Mexico economy enters an impressive growth phase, I think it is important to recognize not only the companies that laid the foundation, but also those who are leading our recovery," said President and CEO Sherman McCorkle. "With aggregate revenues of \$927 million, these companies deserve our recognition. SSTPDC is excited to carry on the legacy of the program."

Awardees will be notified in early May and invited to a celebration on Wednesday, June 13, at the Albuquerque Botanical Gardens and Aquarium.

The 2018 listing will be compiled from voluntary responses.



Sherman
McCorkle

Eligibility will be the same as previous years and will be determined in three categories: top revenue growth companies with revenues between \$1 million and \$10 million; top revenue growth companies with revenues of more than \$10 million; and top revenue-producing technology companies irrespective of revenue growth.

To be eligible, companies must have five or more employees, be headquartered in New Mexico and may be publicly listed or privately owned, but cannot be a subsidiary of a company headquartered outside the state.

The revenue figures will be used to rank the companies in a list that will be published in a special edition of the Journal's Business Outlook.

Besides the Sandia Science & Technology Park Development Corp., other sponsors this year are KPMG LLP; New Mexico Bank and Trust; the Albuquerque Journal Business Outlook and InnovateABQ.

IF YOU GO

WHAT: Flying 40 awards

WHY: To celebrate New Mexico's best-performing technology companies

HOW: Apply online at www.flying40.com

DEADLINE: Friday, April 6

EVENT: June 13, 6-8:30 p.m., Albuquerque Botanical Gardens and Aquarium

ALBUQUERQUE INTERNATIONAL SUNPORT

January 2018 over January 2017

The Albuquerque International Sunport handled 349,102 passengers during January of 2018, a 11.4 percent increase from the 313,290 passengers during January 2017.



AIRLINE	January numbers	Change from 2017	SUNPORT PASSENGERS TO DATE
1. Southwest Airlines	174,529	+5.3%	2018 349,102
2. American Airlines	74,726	+10.3%	2017 313,290
3. United Airlines	41,519	+21.2%	Change +11.4%
4. Delta Air Lines	27,419	+7.3%	
5. Alaska Airlines	13,494	+62.3%	
6. Frontier Airlines	7,368	N/A	
7. JetBlue Airways	4,800	-1.6%	
8. Allegiant Air	3,829	-27.1%	
9. Boutique Air	1,158	+17.3%	

*NOTE: Monthly totals include three charter companies that are not individually listed in the monthly report.

Source: City of Albuquerque Aviation Department

JOURNAL

ON THE COVER

Members of the Leadership New Mexico class of 2017-18 gather at an event in Hobbs on March 2.

Photo by **ROBERTO E. ROSALES** of the Journal

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"I feel so much better about myself since I started calling myself a crowdfunder."

One-on-One *with Ioana Engstrom*

THE BASICS:

AGE: 62; born in Bucharest, Romania

EDUCATION: Bachelor's degree with distinction, magna cum laude in political science, University of New Mexico, 1982; master's in business administration, UNM, 1986.

FAMILY: Married to Richard Engstrom since Oct. 2, 1999; two adult children: Adrian of Washington, D.C., and stepson Josh of Rio Rancho; Tristan, a rescued Brittany spaniel.

CURRENT JOB TITLE: Investment relations manager, Skipti.

JOB HISTORY: Founder and CEO, ClingZ, 1989 to 2002; Worked for other small businesses as a consultant over the last four years until August 2017.

OUTSIDE ORGANIZATIONS: Board member, FUSION Theater in Albuquerque; active with Global Ties.

DID YOU KNOW?

■ One of Engstrom's superstitions is that if she drops some salt, she also must drop some pepper. Otherwise, she says, "there will be a quarrel somewhere."

■ While she is an outgoing extrovert, Engstrom says she needs "complete quiet. If you took me today, and you dropped me in a Romanian monastery, I would be very happy."

■ She is an accomplished violin player, having started when she was 4 years old.

BY ELLEN MARKS

ASSISTANT BUSINESS EDITOR

Much of what makes entrepreneur Ioana Engstrom who she is today can be traced to her childhood in Romania, with a father who presided over war crime tribunals and a mother who was an actress.

Her father, Alexandru Ion Petrescu, fought in both world wars and rose to become director of the country's Supreme Court, she said.

He also helped to rescue a family of Jews when the Nazis took over the Eastern European country, Engstrom said.

It was before she was born, but she knew the story of how he "hid a whole family in our basement, the grandparents, the parents, and he helped them get out," said Engstrom, a 62-year-old Albuquerque resident.

Later, her father presided over trials involving Nazi war criminals, as well as those who were members of the fascist Iron Guard movement in the years before World War II.

"I will tell you, the only people who came to say thank you when my dad was purged by the communists (and) he retired were all these wonderful Jewish people who ended up in New York or Israel, and when they came through Romania, they would first come to my dad and say hello," Engstrom said. "My sister found this old list he kept of everybody he helped because it was just outrageous what was going on. So I learned very early on about fairness and



JIM THOMPSON/JOURNAL

about doing the right things, even if it's extremely tough and you could get in trouble."

Engstrom said her desire to do the right thing was borne out when she helped bring to the U.S. a Romanian friend who was being held under house arrest.

And, later, she said, it was her sense of fairness that prompted her to walk away from ClingZ, the Rio Rancho company she founded in 1989, when it was targeted for a hostile takeover.

The investors behind the takeover made life "unbearable" for Engstrom, but she said instead of shutting

the company and reaping the profits, she left. That way the 30 people working for ClingZ could hold on to their livelihoods, she said.

A year later, she said, the hostile takeover fell apart.

"The company continued after I left for six more years before they sold it to another group," she said. "I made enough money out of it to fund my son's college. That was it."

Now, Engstrom and her husband, Rich, are working on their new company, Skipti, a peer-to-peer online rental service that is set to begin a trial run in June.

When did you come to this country?

I left Romania when I was 22. I met an American man who was from Albuquerque, studying on a Fulbright grant ... and doing a case study on Romania. We met through my linguistics professor. So, long story, he ended up asking me to marry him. It was very complicated and took two years and it was two years in which you had no idea if you'll ever get approval to get married and leave. I left because we ended up on a list ... that got

See **ONE-ON-ONE** >> 12

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ROBERTO E. ROSALES/JOURNAL

Members of Leadership New Mexico's Class of 2017-18 gather in Hobbs for a tour of the Center of Recreational Excellence sports complex.

FORGING TIES THAT BIND

Leadership program builds powerful statewide network

BY KEVIN ROBINSON-AVILA
JOURNAL STAFF WRITER

Kevin Cook has lived in Bayard near Silver City for 22 years, but until joining Leadership New Mexico, he had never visited Hobbs, save for a quick drive-through decades ago during a trip elsewhere.

Now, after three days of local tours, networking and workshops there in early March with this year's core class of

Leadership trainees, Cook has a better grasp of the hustle and bustle of life in New Mexico's booming oil patch.

"I didn't have a clue how vibrant it was," he said. "The sheer size of the community impressed me. I thought it was just a small town, but it's nearly a 50,000 population."

As manager of strategic community development for copper mining company Freeport McMoran, Cook joined

the Leadership program to learn more about the issues and challenges facing New Mexico, and perhaps gain more ideas and skills that could enrich the impact of his own work in Grant County. Now, after participating in Leadership events in Hobbs and three other regions of the state, Cook said he's "sold" on the program's benefits.

"Many of the issues we've examined in each session around the state are directly

THE EXECUTIVE'S DESK

Shaping a stronger future through leadership

BY PATTY KOMKO

PRESIDENT

AND DOUG SMITH

BOARD CHAIRMAN

LEADERSHIP NEW MEXICO

Leadership New Mexico is proud to introduce its Core Program Class of 2018. These 41 leaders from 17 communities across the state reflect diverse industries, professional and personal backgrounds, and points of view. Together, they are the 22nd class of Leadership New Mexico Core Program participants who have made an investment in New Mexico's future, as well as their own.

In this edition of Business Outlook, we share the class' reflections on their program experience and insights about the future of our state. We think that you will find these individuals are determined and passionate about creating a better future and quality of life for all New Mexicans.

What is Leadership New Mexico, and how does it make an impact on our state? In 1995, a small group of passionate individuals saw the need for a nonpartisan, statewide organization dedicated to the



Patty Komko



Doug Smith

development of informed leaders in all corners of the state. They believed that New Mexico's future prosperity would be directly dependent upon the quality and contributions of its leadership.

Through the hard work and generosity of volunteers and supporters, the founders' vision has grown for the past 22 years. To date, Leadership New Mexico has provided nearly 1,600 business, community, and government leaders with valuable insights and nonpartisan perspectives on New Mexico's many opportunities and challenges. Alumni from 85 communities have gone on to lead with a deeper understanding and awareness of the issues facing our state.

Today, Leadership New Mexico offers four distinct programs: the Core Program, the Local Government Leadership Program, the Connect New Mexico Program and the Alumni Program. While each serves a specific audience, they all provide unique opportunities for participants to expand their awareness, build lasting professional and personal relationships and become part of a statewide network of informed and dedicated leaders.

The Core Program was launched in 1996 and was initially Leadership New Mexico's sole offering. Designed for established, senior-level leaders, the Core Program consists of six program sessions held in different communities over a 10-month period. Each session features presentations from respected experts in fields such as health and human services, education, crime and justice or economic development. Speakers are experts in their fields who volunteer their time to speak and share their expertise to a group of 40 to 45 Core participants.

The Local Government Leadership Program was created in 2003 for municipal and county officials, school board members, New Mexico National Guard members, and regional councils of government to help them gain the knowledge to undertake civic responsibilities with a passion for effective and ethical public service. It meets for two, 2½-day sessions and is the product of a partnership with the New Mexico Association of Counties, the New Mexico Municipal League and the New Mexico School Board Association.

Connect New Mexico's Next Generation of Leadership Program, introduced in 2007, is tailored to the needs of young professionals (ages 25-40). This program combines elements of the Core Program and Local Government Leadership Program to develop participants' personal leadership skills and gain a greater understanding of how New Mexico's systems and structures work.

The Alumni Program offers graduates from all of the Leadership New Mexico programs the opportunity to continue their educational

involvement and professional development through social and educational events.

In early 2018, Leadership New Mexico reached another milestone: the support of more than 200 Lifetime Members. Lifetime Members are individuals who have made a one-time gift to Leadership New Mexico's endowment in exchange for lifelong member benefits. Their overwhelming support speaks to the enduring value that Leadership New Mexico delivers well beyond participants' initial program experience.

The diversity of perspectives, mutual respect of participants, unparalleled knowledge and expertise of speakers, and in-depth exposure to our state's diverse communities that participants receive sets our programs apart. Graduates put their knowledge into action by serving countless hours on boards and committees and advocating for the most critical issues in their communities. Our graduates have a profound impact on the state and are building a stronger future for all of us through their leadership.

aligned with my own focus on education, economic development and the health and wellness of local communities," Cook said. "I'm finding that so many of the problems I see locally in my region are common throughout New Mexico."

Those common threads are at the heart of the Leadership program, now in its 22nd year. The nonprofit organization brings together leaders from a broad range of industries and communities to learn about each other and to collectively explore the state's challenges and assets.

In the process, participants forge a better understanding of both the state's diversity, and of the common ties that bind

people together.

"We work to educate people about the issues facing New Mexico so that they're better equipped to make more informed decisions in their own companies and communities," said Leadership NM President Patty Komko. "We've built a diverse network of leaders over the years that include people from dozens of communities, professions and viewpoints who are all working in their own ways to improve their communities."

Since launching in 1996, about 1,600 New Mexico residents have graduated from Leadership programs. That includes an annual, 10-month core class, plus two shorter programs for

local government leaders, and for younger, "next-generation" leaders ages 25-40.

In the core class, participants travel together around the state to tour facilities, meet with local business and community leaders, and attend presentations by experts on critical issues. The class is broken into six, three-day sessions from fall to spring, each one focused on a specific theme.

This year's class, which began in September, includes 41 people from 19 communities and many different professions ranging from education and engineering to health care and business.

Among them is Leadership's



ROBERTO E. ROSALES/JOURNAL

Prior to the Leadership class' tour of the CORE facility, classmates met for an hour at the Hobbs Police Department.

CLASS OF 2017-18

Leadership New Mexico classmates were asked the following questions about their program participation:

What do you consider to be New Mexico's strengths? What do you consider to be the weaknesses facing the state? What steps should be taken to improve our state's future? How do you define "leadership?"

As a leader, who inspired you? What has inspired you or been the highlight of your Leadership New Mexico experience so far? How do you see yourself applying your Leadership New Mexico experiences and education in the future?

What do you consider to be the state's top accomplishment in the past 5 years? Why? Describe in one sentence your vision for New Mexico. What would it take to realize that vision and how can you contribute? What do you consider to be the top issue or concern facing New Mexico today? Why?

What specific skills/knowledge do you hope to gain from your participation in Leadership New Mexico?

Following are their answers to three of those questions. The questions have been abbreviated for space.

AARON BACA

Founder, Mox Capital Corrales

New Mexico strengths: New Mexico is a special blend of diverse cultures which creates a unique history and narrative. As a territory and state, we have been in conflict for much of our 400-year history which brings strength and determination to our people. We can draw on that to innovate and honor the perseverance of our ancestry.

New Mexico weaknesses: Current sentiment suggests that we are a state of crime, chile and hot-air balloons. This portrayal must shift; we deserve to prosper and serve as an example of inclusiveness and progress to our increasingly diverse nation.

Steps to improve: Improving early childhood education and access to health care are two of the most cost-efficient indicators of future economic growth and life quality. We also must create an environment where talent chooses to return and contribute to an enduring economic and cultural identity.



JEFFREY "HAWK" BAKER

Deputy Director, Installation Support, Cannon Air Force Base Clovis

Define "leadership:" The ability to direct people in a way that earns their confidence, obedience, respect and loyalty.

Inspiration: I'm inspired by the young men and women of the United States Air Force who volunteer to serve our great nation. The integrity and excellence with which they execute missions is truly amazing and it is an honor to be their teammate.

Leadership highlight: Interacting with my professional Leadership New Mexico classmates from every corner of the state. They all hold a common vision of improvement and long-term sustainability.



CANDACE BEEKE

Publisher/President, Albuquerque Business First Albuquerque

Inspiration: In the evenings, I point to the beautiful lights of Albuquerque from the mesa and tell my kids, "There's your city." This inspires me to help create a world-class community where my children can thrive.

Applying Leadership New Mexico experiences: With a more thorough understanding of our state and its key industries, I can work to create solutions that engage the many different stakeholders that must be at the table.

Steps to improve: We need to elect individuals who are ready to solve problems and take risks.



JAMES BROWN

Chief Information Officer, Presbyterian Medical Services Santa Fe

Define "leadership:" A leader is one who can clearly define and communicate vision, hope and direction. The best leaders are great listeners, willing to set themselves aside and align the group with a higher cause.

State's top accomplishment: The selection of Los Lunas as the location for the new Facebook data center. This project has employed hundreds of local people and has potential to become a center for expansion of our technology industries.

Vision for New Mexico: A national leader in technology, life sciences, and education that is innovating and improving socioeconomic outcomes for all New Mexicans.



DAVID CARDIFF

Community Banking District Manager, Wells Fargo Bank Albuquerque

New Mexico strengths: I believe that our youth are the key to our future. As leaders, we have the responsibility to be the example and set the bar. We need to continue to educate and inspire all New Mexicans to take pride in their careers and make this the best place to live.

New Mexico weaknesses: We need to market New Mexico to businesses bringing more jobs and economic growth to the region. New Mexico is such a beautiful and inviting state with so many natural resources.

Applying Leadership New Mexico experiences: Leadership New Mexico has been an eye-opening experience; the caliber of those involved has inspired me to help others become more aware of all that the state has to offer. In the future, I see myself encouraging others to participate.



LESLIE CERVANTES

Associate Vice President, Alumni Relations and Stewardship, New Mexico State University Las Cruces

Define "leadership:" Leadership is developing others to their full potential while working toward a common goal.

Inspiration: I've been blessed to be raised by and married to successful business leaders. My parents and my husband inspire me to lead with grace, dignity and strength. They have taught me that day-to-day hard work will usually end with a strong result, but their respectful treatment of others is the most inspirational.

Vision for New Mexico: My vision for New Mexico is to have an economy that provides opportunities for our current citizens and future generations to get educated here, work here, and stay here, while maintaining the quality of life that we love about New Mexico.



BRIAN CHARLTON

Vice President and General Counsel, Blue Cross Blue Shield of New Mexico Albuquerque

Inspiration: Those who lead neither for acclaim nor financial reward but simply because they want to make a difference. Teachers, coaches, caregivers, parents, neighbors, and volunteers are all inspirational to me.

Applying Leadership New Mexico experiences: As someone who was born and raised here, I am surprised to learn so much about my own state. The contacts I have made and the perspectives shared give me the tools to be a more conscientious New Mexican.

Steps to improve: We need to be committed to the education and health of the state's children. Today's kids are our future high performers and decision-makers, critically important for our long-term economic growth.



MIKE CHELIUS

**Principal, REDW
Albuquerque**

Top issue: New Mexico needs to find a way to increase economic development and create high-paying jobs that will encourage people to live here. We have smart and talented people leaving New Mexico for better opportunities in neighboring states.

State's top accomplishment: Our state's continued involvement in the television and film business creates more awareness of New Mexico and all that our state offers.

Leadership highlight: Getting to know everyone and bonding with them on the ropes course during the first program session has been a highlight. I was able to let my guard down with people who I had just met and accomplish more than I thought possible.



STEVE CHOVANEC

**Chief of Human Resources,
Laguna Development Corp.
Albuquerque**

New Mexico strengths: I appreciate the spirit of our state's people. Despite the challenges we face, we never quit trying or believing that better days lie ahead. Also, the state is unrivaled in its combination of scenic beauty, outdoor recreation, cultural diversity and arts.

New Mexico weaknesses: I believe that many of the problems New Mexico faces have a common issue at their core: education. If we can better develop our workforce at all levels, we can attract businesses and industries offering better, higher-paying jobs. In turn, we can improve the socioeconomic challenges that confront us.

Steps to improve: We first need to solve some of our most pressing issues like crime, unemployment, and poverty, and then aggressively pursue an agenda of economic development focused on small business, technology, and alternative energy.



FRED CISNEROS

**President/Executive Creative
Director,
Cisneros Design Inc.
Santa Fe**

Define "leadership:" Leadership is having your staff's back. It's never about the guy in front, or whether his or her name is on the door. In my opinion, a leader is defined by a successful team, not by their trophy wall.

Inspiration: I'm inspired by moms and dads — and especially single parents — who coach their kids through high school, mentor them through college, and then celebrate the successes they have in life while making it look easier than it is.

Leadership New Mexico highlight: Seeing peers challenge themselves. Whether on the ropes course or in the classroom learning about real issues facing our state, the thoughtfulness of their comments and questions reinforces their passion for New Mexico.



KEVIN COOK

**Manager, Strategic Community
Development,
Freeport-McMoRan Inc.
Grant County**

Vision for New Mexico: New Mexico: thriving, celebrating our heritage, and leading others into the future.

How can you contribute? We need to put our differences aside and work for common, unified goals. I hope to help by bridging gaps and fostering positive relationships.

Steps to improve: As a predominantly rural state we need to focus on the challenges faced by our rural communities. We cannot afford to live in separate silos anymore. Collaboration is key.



DANNY COX

**Vice President of Finance,
Rio Grande Inc.
Albuquerque**

Top issue: Why? New Mexico's economy continues to lag behind the surrounding states because we find ways to tax and regulate businesses out of existence instead of promoting them. Government cannot continue to be New Mexico's largest employer.

State's top accomplishment: Opening the Valles Caldera to the public while protecting it creates a great asset. Its educational opportunities in land use and natural history make it a public classroom for the state.

Vision for New Mexico: I would like to see New Mexico be an example to the rest of the nation by demonstrating how multiple cultures can blend together in peace while celebrating our differences.



BRIAN DUNLAP

**Deputy Chief,
City of Hobbs Police Department
Hobbs**

New Mexico weaknesses: One of the challenges facing our state is the future of health care for our residents. We must challenge each segment of health care to be proactive in finding solutions to problems that we can predict. Communication and cooperation are key to reducing costs and sustaining a health care system that works for everyone.

Applying Leadership New Mexico experiences: Leadership New Mexico has allowed me to establish a network of trusted individuals who have the experience to lead us into the future. Exploring diverse opinions on serious issues that affect the state and having difficult conversations helps us find the most viable solutions with the most significant impact.

Steps to improve: We need bipartisan efforts toward common goals and term limits for our government officials.



ADÁN ESTRADA

**Superintendent,
Cimarron Municipal Schools
Cimarron**

Inspiration: I am inspired by my immigrant parents. They left behind the world they knew to try to build a better life in the United States for their children to be a part of the American Dream.

Leadership New Mexico highlight: The camaraderie of the leadership group has inspired me to go further and push harder, recognizing that groundbreaking innovations can happen when people put their differences aside and think through solutions to current problems.

Skills, knowledge: This program brings in experts to inform and challenge participants on many of the big topics that trouble our state. Discussions like these raise our awareness and inspire leaders to question the status quo.



MELISSA FORCE

**General Counsel,
Spaceport America
Las Cruces**

Steps to improve: Education, poverty, drug addiction, and violent crime must all be addressed. The jump-start provided by a good economic development plan can produce an economic transfusion in ways conventional government action cannot.

How can you contribute? We need investment in economic engines that supply jobs, foster offshoot businesses, and establish support networks. One such engine — the area space industry — can serve as a platform to vault other industries while establishing our place in the new space economy.

Additional thoughts: We view the state's economy, strengths, potential, and needs through the filters of our own purpose and experience. Experiences like Leadership New Mexico provide an opportunity to see how differently our world looks when informed by other facts, circumstances, and ideals.



WILL GLEASON

**Principal, Dekker/Perich/Sabatini
Albuquerque**

Define “leadership:” The ability to see the horizon and inspire others to move toward the same goal. Good leaders take shared values and motivate people to do more than they think they are capable of achieving. In short, they dare to dream.

Inspiration: I am inspired by people across the spectrum, from Bob Dylan to Atul Gawande to Jerry Brown. I am inspired by artists, architects, musicians and writers. I love people that persist in the face of adversity.

Vision for New Mexico: A state that celebrates its diversity and cultures while embracing change.



DR. JIM GOFF

**Chief of Staff, New Mexico VA Health
Care System
Albuquerque**

Inspiration: I am inspired by people who have overcome hardships and challenges to become successful: They believe it is not where you start, it's where you finish.

New Mexico strengths: New Mexico's strengths include its rich cultural diversity, welcoming spirit, and opportunities for growth. We can build on these assets by valuing the contributions made by all and by creating the conditions for success.

New Mexico weaknesses: Caring for our most vulnerable residents — those in poverty and those without educational opportunities — is a weakness facing our state. To improve, we must diversify our economy, improve private-public sector partnerships, and adequately fund programs for the underserved.



JULIANA HALVORSON

**Vice President of Marketing,
Pioneer Bank
Roswell**

Inspiration: I am inspired by my father and several local people who aren't afraid to roll up their sleeves and work to improve our community, no matter the task.

State's top accomplishment: I feel tourism in our state has improved immensely. Although budgets and support for local communities has lessened, the state is doing a very good job with the New Mexico True campaign, which is bringing much-needed tourism dollars to local economies.

Leadership New Mexico highlight: Speaking with classmates from across the state and learning about their challenges and solutions is eye-opening. I joined the program to learn more about New Mexico's economy, people and issues, and have not been disappointed.



HOWIE HERBERT III

**Vice President and New Mexico
Commercial Real Estate Team Lead,
U.S. Bank
Albuquerque**

Vision for New Mexico: I would like New Mexico to be a vibrant, active, and economically strong state that provides all of its citizens the ability to live, work, and grow our families for generations to come.

How can you contribute? Staying focused on where we want New Mexico to be in the future and plan the path forward, while understanding that progress will take time. Everything goes through cycles and it's important to avoid getting bogged down by negativity.

Applying Leadership New Mexico experiences: I see myself becoming more engaged in moving New Mexico forward by leveraging the knowledge, experiences, and connections attained from the program and sharing them with my inner circle of family, friends, coworkers, and business associates.



DARRIN HOWELLS

**President and Co-Owner,
AUI Inc.
Albuquerque**

Inspiration: Inspiration comes from working with people I admire, finding meaningful solutions to problems, and building long-lasting projects and relationships. When driving around the state, I love to see our completed projects and say, “We built that and helped this community develop.”

Vision for New Mexico: My vision is for the state to be ranked best in the nation by better educating our children, attracting and retaining younger generations, and encouraging new and existing business growth.

How can you contribute? By electing, selecting, and supporting business-friendly politicians and leaders at all levels who are interested in growing our state through common-sense ideas and legislation. I can contribute by providing safe, quality construction services and rewarding employment to the communities that we serve.



MARY JACINTHA

**Executive Administrator,
University of New Mexico
Health System
Albuquerque**

Define “leadership:” The act of creating and leveraging passion toward a shared purpose. I define a leader as someone with integrity who exudes confidence and shows courage and compassion.

Inspiration: As a young person, I was inspired by India's Prime Minister Indira Gandhi, a leader who tried to balance the challenges faced by a developing country with the scientific advances made in developed countries.

Top issue: Providing affordable and high-quality education for our children and youth, lifting our families out of poverty and taking care of those who need help — people with mental illnesses, the old, and the infirm.



TIM KNEWITZ

**Chief Financial Officer,
Sandia National Laboratories
Albuquerque**

New Mexico strengths: New Mexico has some of the world's greatest technological minds. I would like to see the state leverage the genius within the national labs and elsewhere to develop solutions in the areas of education, poverty, and health care.

New Mexico weaknesses: The underlying cause of many problems that we are faced with results from an underappreciation of, and a lack of commitment to, education. An innovative, well-managed effort can change the outcome.

Steps to improve: We must continue to inform individuals of the issues facing New Mexico. This affords us the opportunity to build a critical mass of problem solvers dedicated to making a difference.



DAN KWIECINSKI

**NM Operations Manager and
Principal Engineer,
Wood PLC
Albuquerque**

Define “leadership:” There is no “one size fits all” to leadership. A leader must be agile and recognize when a situation requires direction, coaching, support, or delegation depending on the ability and willingness of people in the team.

State's top accomplishment: I would say it is a toss-up between the Spaceport, Innovate Albuquerque, and increased television and movie productions. All bring economic development and national attention to our state.

Leadership highlight: The collection of diverse people in our Class of 2018 and the great speakers who have shared their experiences and expertise with us has certainly been rewarding.



SCOTT LARDNER

**President,
Rocky Mountain Stone Co. Inc.
Albuquerque**

Vision for New Mexico: For New Mexico to be a vibrant, healthy and well-educated state, on the cutting edge of life-changing technologies, nestled within diverse cultures and the most comfortable climate in the Southwest.

How can you contribute? We need to work toward developing homegrown intellect and business environments that encourage both an influx of clean technologically advanced companies and the retention of our children's children.

Steps to improve: Raise educational expectations; children must be able to read, write and compute. A literate and educated workforce keeps businesses vibrant, and we cannot attract people, new businesses and tourism without it. We need to take a long-term approach to the violent crime problem by addressing root causes and creating opportunities for all.



PAUL LORSKULSINT

**Chief of Staff,
URENCO USA
Eunice**

Define "leadership:" Leadership is the ability to move a group in the direction that it needs to go through the development of common goals and the fostering of global collaboration for a well-understood purpose.

Leadership highlight: The opportunity to understand the perspectives of people in other areas of industry as well as the inspiration to think outside the box as presented by Dr. Jim Crupi.

Skills, knowledge: The ability to understand, from leaders in their respective fields in New Mexico, the status of several important public issues and what industry captains are doing to combat or improve in these areas.



CAMILLE LOVATO

**Group Manager, Supply Chain,
PNM
Albuquerque**

New Mexico strengths: Growing up in Dixon, New Mexico has made me appreciate the beauty, cultures, and diversity of our state. Additionally, the natural resources that are available to our community need to be appreciated and conserved through individual, community and state efforts.

New Mexico weaknesses: Crime and addiction are prevalent in all areas of our state. Education and resources are key to beginning to solve these issues. We need to promote community involvement in addressing and determining solutions in individual communities.

Applying Leadership New Mexico experiences: The networking and educational opportunities I have been exposed to through Leadership New Mexico have been invaluable. Meeting leaders from various industries and regions has made me realize that we all face the same challenges.



DAN LYONS

**Vice President/Senior Project
Manager,
Bradbury Stamm Construction
Albuquerque**

Vision for New Mexico: My vision for New Mexico is a state that has a strong and diverse economy, an effective and efficient educational system, and reasonable access to human services for its citizens.

Leadership highlight: I have been inspired by the vast knowledge and experience of my peers and their desire to seek solutions to the issues we face as citizens of this state.

Skills, knowledge: I hope to gain deeper knowledge of the various issues that we face as a state, a better understanding of the current and potential impact these issues pose for our residents, and explore possible solutions to these issues.



DR. BRENDA MACK-CAIN

**Owner,
Valencia Animal Clinic
Belen**

Inspiration: I'm inspired by people who are continuously improving themselves, their communities, and their organizations because they give of themselves and help make the world a better place.

Applying Leadership New Mexico experiences: By becoming even more involved in my community and state. I have already engaged many people with the information that I have gained through this program.

Steps to improve: Let's begin by making sure every child is involved in fundamental programs such as Upward Bound, 4-H, and Junior Achievement that enable them to broaden their horizons and travel to other states.



MICHAEL MOORE

**Chief Financial Officer,
U.S. Eagle Federal Credit Union
Albuquerque**

Top issue: Keeping our talent in the state. New Mexico has great opportunity and great potential. We need to continue to develop our state economically to capitalize on these characteristics.

Leadership highlight: Getting to know all of my classmates! We all come from different industries and different parts of the state and it has been great meeting people I might not have otherwise met.

Skills, knowledge: I hope to gain a wider perspective about the unique challenges we face in our state. I then want to turn that perspective into action in the future to help our state continue to grow.



GRAIG NEWELL

**Director of Business Management,
Centerra – Los Alamos
Los Alamos**

Inspiration: There are many people that inspire me as a leader, from famous leaders like Vince Lombardi to teachers, fathers and mothers. The most important leadership trait is integrity, as it encompasses so many other important leadership qualities.

Applying Leadership New Mexico experiences: My Leadership New Mexico experiences and education will allow me to become a better leader and help me find ways to help build a better New Mexico both economically and by improving the quality of life of its residents.

Steps to improve: We need to take steps in improving education, infrastructure, business growth, and quality of life for New Mexico's people. Stimulating economic growth while investing in our people will improve the future of our state.



ANDREW NWANNE

**Chief Academic Officer and Provost,
New Mexico State
University – Carlsbad
Carlsbad**

Top issue: The top concern facing New Mexico is diversifying the economy from dependence on oil and gas. The diversification of the economy will protect the state against price fluctuations in the oil and gas industry.

State's top accomplishment: Balancing the state budget without running into major deficit operations is an accomplishment. New Mexico has avoided the large budget deficit operations and interest payments that several other states are now facing.

Vision for New Mexico: A state with a vibrant economy and growth pattern that compares favorably with the surrounding states.



LISA O'BRIEN

**Director,
Taos Community Foundation
Taos**

New Mexico strengths: New Mexico has an amazing talent pool that reflects an entrepreneurial spirit and high regard for innovation. As our population continues to age, we need to strengthen the voices of our younger citizens, encourage leadership in political and civic sectors, and expand community dialogues.

New Mexico weaknesses: Students who experience instability in their home and family are at an inherent disadvantage when it comes to engagement at school. Strengthening our behavioral health system and providing community services in our schools brings opportunities for a stronger network of care for students and their families.

Steps to improve: When Kids Count data puts us in 50th in the nation, we have nothing to lose by taking risks on new and innovative ideas! Big changes require big ideas and bold steps.



BRENDA PORTER

**Associate Broker,
Steinborn & Associates Real Estate
Las Cruces**

Skills, knowledge: I hope to gain insight into major issues affecting our state in order to develop and pursue solutions that positively impact schools, businesses, communities and our state.

Leadership highlight: Getting to know my Leadership New Mexico classmates while we learn and share together. I look forward to working and collaborating with them in the future.

Define "leadership:" Engaging and inspiring others to create a vision and working collectively to turn that vision into reality.



VERONICA POUND

**Administrator,
Socorro General Hospital
Socorro**

Vision for New Mexico: My vision for the state is to create a strong economy; one that is able to sustain health care in our rural communities.

How can you contribute? In order to have sustainable health care, we have to have a stable economy with quality education. Quality education has a direct impact on economic growth. Higher-quality education would assist New Mexico in retaining professionals.

Applying Leadership New Mexico experiences: Leadership New Mexico has assisted me in truly understanding strengths and opportunities from leaders in a variety of fields from diverse backgrounds. I am more determined than ever to seek out expertise and build lasting relationships with leaders across New Mexico.



TERRY PRIESTLEY

**Group Leader,
Los Alamos National Laboratory
Los Alamos**

New Mexico strengths: The people of New Mexico are our greatest strength. When I see racial and ethnic division in other states, I am proud that most New Mexicans have found ways to work together for the betterment of all.

New Mexico weaknesses: Poverty and the problems that come with poverty are a challenge for New Mexico. We can overcome this by attracting viable businesses to our state and preparing our workforce.

Applying Leadership New Mexico experiences: By becoming a more informed and knowledgeable New Mexican, I am able to focus my energy and attention to areas needing the most help.



JACQUELYN REEVE

**Family Nurse Practitioner,
Davita Medical Group/Reeve Medical
Albuquerque**

Inspiration: Those who consistently and actively listen, inspire action, and respectfully hold people accountable. Leadership only occurs with compassion, service and dedication. Leaders understand that every interaction represents their values, beliefs and vision. Without a doubt, my father inspires me as a leader.

Vision for New Mexico: For New Mexico to become known for its leaders and citizens who work collectively and courageously to preserve our state's rich culture and ensure that all New Mexicans are able to achieve their full potential.

Steps to improve: First, there must be a fundamental shift in attitude. New Mexicans must believe growth and improvement of our state is attainable. Second, every New Mexican must realize that they need to participate in this effort. Finally, leaders must have the courage to initiate meaningful change.



RODNEY ROGERS

**Director of the Center for
Countermeasures,
White Sands Missile Range
Las Cruces**

Define "leadership:" Leadership is the ability to inspire and bring people together to accomplish a common goal.

Leadership highlight: Meeting other leaders within the state to discuss the issues being presented to us and possible solutions. Also, having guest lecturers that brief the challenges we face based upon data that is not spun through politics.

Skills, knowledge: I hope to be able to use the information and network that I gain to effect positive change in my community.



MATT SANCHEZ

**General Counsel,
Jaynes Corp.
Albuquerque**

Inspiration: I'm inspired by those committed to mentorship and our future generations; by teachers and coaches that give their all to what they do; and by people willing to take chances in the face of opposition.

Vision for New Mexico: A state honoring its past, culture, traditions, and natural assets with stakeholders fully committed to quality education and training for its residents. A place where principles of equality, opportunity, creativity, innovation, and quality of life drive our decision-making.

How can you contribute? Break the cycle of poverty and low graduation rates, and commit to meaningful changes in policy to attract more businesses. I want to contribute by bridging the gap between the business world and the education of our youth.



TOMMY SANDERS

**Vice President of Customer and
Support Services,
New Mexico Gas Co.
Albuquerque**

Inspiration: Gen. Norman Schwarzkopf. In his address to the Corps of Cadets at the United States Military Academy, he described the two key attributes of a leader in the 21st Century: character and competence.

Leadership highlight: Meeting and building a professional relationship with leaders from around the state who are participating in Leadership New Mexico.

Skills, knowledge: To build a strong network of talented leaders from around the state of New Mexico.



CYNTHIA SQUIRE

**Chief Systems/Software Performance Branch,
White Sands Missile Range, Test Directorate
Las Cruces**

New Mexico strengths: New Mexico supports agriculture, mining, energy, manufacturing, government and military, tourism, and of recent notoriety, film and television. We also have great educational facilities. We need to emphasize these strengths to our youth to keep them from leaving the state.



New Mexico weaknesses: New Mexico has a significant high school dropout rate, and those who do graduate from high school and continue to higher education tend to leave the state. We need to focus on lowering the dropout rate.

Steps to improve: Emphasize education; promote technical trade and higher education; provide business incentives to kick-start economically depressed regions; and reduce dependence on state welfare programs.

STEVE VIERCK

**President and Chief Executive Officer,
Economic Development Corporation
of Lea County
Hobbs**

New Mexico strengths: New Mexico has extraordinary human and cultural resources within our one-of-a-kind geographic setting. Our energy assets are immense. All can be more fully capitalized upon to grow businesses, employment and tax revenues.



New Mexico weaknesses: Our stagnant economy and weak population growth are at the core of our most serious problems. Young, educated workers drive most economies, yet many of those we pay to educate leave for "greener pastures." Vocational training needs to be expanded. More and better investment and accountability is required.

How can you contribute? Adopt some of the best economic development practices that have proven successful in our neighboring states.



ROBERTO E. ROSALES/JOURNAL

The CORE sports complex in Hobbs houses multiple playing areas, including a pool.

Leadership program builds dynamic statewide network

From **PAGE 5**

first veterinarian, Belen-based Valencia Animal Clinic owner Brenda Mack-Cain, who said the group's eclectic mix provides a variety of perspectives on issues.

"It brings together a ton of diversity," she said. "That offers a broad spectrum of thought beyond simple black-and-white conversations."

Taos Community Foundation Executive Director Lisa O'Brien said she's meeting people outside her normal circle of nonprofit associates.

"It's taken me out of my comfort zone in northern New Mexico and exposed me to a much broader vision of things," O'Brien said. "In the process, I've realized we have very similar experiences across all our different industries and professions."

Since September, the class has attended workshops on leadership in Santa Fe, health

care and human services in Las Vegas, economic development in Las Cruces, and education in Hobbs. Still to come: environment and natural resources in Farmington and crime and justice in Taos.

During its latest stint in Lea County, the group visited the \$4 billion uranium enrichment plant run by URENCO USA in Eunice. They also toured the planned Center of Recreational Excellence in Hobbs, a \$61 million facility now under construction to improve the community's health and quality of life.

Santa Fe-based Cisneros Design owner and founder Fred Cisneros said such tours and workshops offer deeper insight into the state's strengths and weaknesses.

"People all over New Mexico are dealing with the same types of issues we face in Santa Fe, whether it's education or economic

development," Cisneros said. "We're all working on the same challenges and seeking positive outcomes."

After graduating, participants expect to continue networking with one another.

"Leadership challenges us to think about what we can do to engage in issues and how we can tap into a network of leaders to work together on things," said Tommy Sanders, vice president for customer and support services at New Mexico Gas Co. in Albuquerque.

Leslie Cervantes, New Mexico State University's associate vice president for alumni donor relations, said the program is cultivating generations of future leaders.

"It helps to better address challenges as people become decision makers in their own organizations and communities," Cervantes said.

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One-on-One *with Ioana Engstrom*

From **PAGE 3**

negotiated by (a congressman from New York) ... and two weeks later, I had the approval to leave. I found out five years later while at UNM doing a paper on (a trade) agreement, I found a report following the congressman's trip to Romania and read that among the things that they had agreed to was an exchange of 11 Romanians for 20 million tons of grain at preferential prices.

You were one of those 11 Romanians?

Yes.

And the country got a lot of food in return ...

Sadly, not. (Romanian President Nicolae) Ceausescu's deal with the Russians was that they would stay out of Romania, but he had to pay them a lot, and one of the things was trains filled with grain going straight through Romania right on to Russia. So the Romanians didn't even get the grain on my behalf.

What was your life like after arriving in Albuquerque?

I came here, and then my then-husband decided to inform me that he didn't marry



JIM THOMPSON/JOURNAL

me because of love, but as a humanitarian gesture to help get me out of an Iron Curtain communist country. Literally two weeks after getting here, he informed me that he was going back to Europe and told me good luck and that he was sure I would survive. I had a one-way ticket, I'm married and I had nothing. No way to go home.

What happened after that?

I went to UNM and would spend days there trying to figure out how I could get into the school. So I figured out a way, you know, loans and grants and work study and I

got a job on campus. I did have to start from zero with an undergraduate degree. They didn't recognize any of my degrees that I did in Romania. But my life just took off. I went to the dorms. I figured out how to pay for my existence.

What was it like growing up in Romania?

I had a wonderful childhood. We had grandparents living with us; my aunt and uncle were there. We were all a big family, always together, always sharing wonderful meals, even when there wasn't any food whatsoever. I actually have an interesting story. My dad went every day to the market to try to find our family food and one time, my dad came home and said, "You know girls, I have great news, tonight we are going to have baked potatoes and we're going to have a picnic. Instead of eating at the table, we're going to go into the bedroom and put a blanket on the floor and roast potatoes and mom's going to recite poetry for us and it's going to be a really fantastic night." We realized, years later, that he went to the market that day and all he found was potatoes. Instead of coming home and telling us there wasn't any food to be had

except potatoes, he turned it into a picnic. I still remember it like it was yesterday. I remember my mother reciting poetry, laughing and how wonderful that night was.

What do you like to do in your free time?

I read. I walk the dog. Rich and I have people over to dinner ... We have one or two groups of friends that we're very close to, and it always seems that when we get together, we never have time to finish our conversations on whatever topics we're talking about.

What do you talk about?

Actually, we talk about space. A lot about what's next. We talk about the implications of AI (artificial intelligence) technology.

What do you worry about?

Because I was at the edge of existence when I arrived here, that has never left me. So, still I think about what would happen if I end up back on the streets. Survival is a really interesting obsession.

Do you have any big regrets?

Zero. I wouldn't change anything about my life. It's

really what has made me who I am. I've learned an enormous amount, and I continue to learn and I think that's absolutely important. It never stops, learning and curiosity.

Do you have a favorite place?

It's the Carpathian Mountains in Romania. They are absolutely magical.

Is there anything else that you want people to know about you?

You know, I have been recently talking to a friend about the many things I've done in my career. A lot of them, if you look at what I've done, are not failures, but not huge successes, and after putting so much time and effort into these things — I've contemplated a lot on that and I choose to look at that in a very different way. What I didn't make is millions of dollars. But what I have gained from all that I have done is nothing but success and gratitude. Because from every single thing that has happened to me, I have learned. Yes, there is no millions, but I'm in a comfortable place with an amazing husband, incredible sons and wonderful friends.

PITCHING IN

JOURNAL STAFF REPORT

ShowHouse raises \$36.5K in school aid

The interior design extravaganza, ShowHouse Santa Fe 2017, was one of the most successful events in its five-year long history. In total the event raised \$36,500 for Dollars4Schools, an initiative at the Santa Fe Community Foundation. The event featured over 20 of Santa Fe's top interior designers as they collectively transformed an estate into an enchanting experience, themed "West of Contemporary — A



Journey in Black and White."

ShowHouse Santa Fe premiered in 2013 with a mission to raise funds to support public education in Santa Fe, via their partner Dollars4Schools. Each year, ShowHouse partners with a local estate owner to host the event and a handful of interior

designers who are assigned a room to add their unique touch. Guests then pay to visit the home, and the money raised supports Santa Fe's public-school students and teachers.

The event has raised a total of \$140,000 since 2013, allowing Dollars4Schools to fund nearly 300 classroom programs in 29 Santa Fe schools and impacting hundreds of teachers and thousands of students.

Dollars4Schools' Program Director Ona Johnson said, "I am honored to be part of such an amazing team of individuals who work tirelessly every year

to bring ShowHouse Santa Fe to life. It's been an amazing five years, and a true joy to see how the work has enriched the lives of so many Santa Fe students and teachers. Dollars4Schools is so grateful for the continued support of ShowHouse Santa Fe and honored to have such an incredible partner as we work together in support of public education."

Money raised at ShowHouse 2017 has already allowed Dollars4Schools to support classroom programs in the following Santa Fe schools this school year: Academy for Technology and the Classics;

Monte del Sol Charter School; Aspen Community Magnet School; Nava Elementary School; Atalaya Elementary School; Nina Otero Community School; Capital High School; Ortiz Middle School; Carlos Gilbert Elementary School; Piñon Elementary School; Cesar Chavez Elementary School; Santa Fe High School; E.J. Martinez Elementary School; Sweeney Elementary School; El Camino Real Academy; Tesuque Elementary School; Gonzales Community School; Wood Gormley Elementary School; and Milagro Middle School.

Trump backs off Mexico, Canada tariffs — for now

BUSINESS ACROSS THE BORDER



Jerry Pacheco

President Donald Trump on Thursday signed proclamations imposing a 25 percent tariff on foreign steel and a 10 percent tariff on foreign aluminum. Canada and Mexico are exempt from the outset, but the details appear dependent on negotiations.

After announcing his intention to impose steep tariffs on March 2, Trump tweeted, “When a country is losing many billions of dollars on trade with virtually every country it does business with, trade wars are good and easy to win. Example, when we are down \$100 billion with a certain country and they get cute, don’t trade anymore. We win big. It’s easy!” U.S. Commerce Secretary Wilbur Ross said he wasn’t worried that other countries would slap tariffs on U.S. products, “Retaliation isn’t going to change the price of a can of beer. It isn’t going to change the price of a car. It’s not going to. It can’t.”

But the reaction was swift. Prominent Republican leaders expressed dismay at Trump’s move. Sen. Ben Sasse of Nebraska said, “Trade wars are lost by both sides. Kooky 18th-century protectionism will jack up prices on American families and will prompt retaliation from other countries.

“Make no mistake, if the



SEAN KILPATRICK/THE CANADIAN PRESS/AP

Steel workers build a structure in Ottawa, Canada. Canadian officials reacted strongly to threats of U.S. tariffs on steel and aluminum.

president goes through with this, it will kill American jobs. That’s what every trade war ultimately does. So much losing.”

British Prime Minister Theresa May expressed her concerns to Trump by phone. Canadian Prime Minister Justin Trudeau said, “We will

continue to engage with all levels of the American administration in the coming days so that they understand that this proposal is unacceptable.” And Douglas Porter, chief economist at the Bank of Montreal added, “We’re pretty consistently flabbergasted that Canada is at the top of the hit

parade of trade villains in Trump’s eyes.”

Trump’s action has turned into a day-to-day drama of how the tariffs will specifically be implemented and their short- and long-term effects. While there may be players in the U.S. metals industry that benefit, there are even

more people in the metal supply and fabrication industries that will be negatively affected. As of last Thursday, the expectation was U.S. trading partners would respond with reciprocal tariffs. The outbreak of trade wars will act like a tax on U.S. consumers and negatively impact millions of U.S. jobs.

I talked to people in the metal fabrication industry after Trump’s initial announcement, and the response to the tariffs was negative. Companies that export their metal products to Mexico and Canada were particularly fearful of tariff retaliation by those countries if they are not exempted. That could cause job losses and canceled investment. Swedish manufacturer Electrolux halted its plans to build a \$250 million production plant in Tennessee, attributing its decision to Trump’s tariff announcement.

As the pushback escalated, Trump had indicated Mexico and Canada would not be exempted from the tariffs if they didn’t cooperate with him on the North American Free Trade Agreement renegotiations, essentially holding NAFTA hostage.

Union Pacific Railroad CEO Lance Fritz said he was talking with U.S. officials to “spread the gospel of what we all know here, which is closing our border won’t create jobs. It’ll destroy jobs, and it’ll destroy the jobs that the president believes he was elected to grow.

“In today’s environment, there’s a number of our U.S. citizens who think that they’ve lost their job as a result of international trade. And to some degree, they’re right. There is a

portion of logic there, but it’s grossly misrepresented and not the big story.

“If you read the papers, you’d think that manufacturing is dying. We’re just doing it with less people, and that’s mostly about productivity. NAFTA has turned into a dirty word. NAFTA’s really been a boon for us.”

Fritz referred to a Ball State University study that found 88 percent of U.S. manufacturing job losses were directly attributable to gains in productivity.

Trade wars are not “good” and are “not easy to win.” They tend to escalate, and even exporters who are not directly involved in the fight, such as the agricultural sector, can be negatively impacted.

Tariffs can be a powerful tool to address inequities by countries that are not playing by the rules. If a country such as China is over-producing a product, which might be subsidized by the government, a tariff on China’s imports might help address the problem. However, an across-the-board action against all steel and aluminum imports such as Trump was proposing affects countries that are playing by the rules, and makes U.S. companies vulnerable to retaliation. Whether specific countries are exempted or not, the uncertainty caused by Trump’s action destabilizes companies’ operations and causes unneeded confusion.

Jerry Pacheco is the executive director of the International Business Accelerator, a nonprofit trade counseling program of the New Mexico Small Business Development Centers Network. He can be reached at 575-589-2200 or at jerry@nmiba.com.

Judicial picks frequently insinuate political taint

JACOBSEN'S COUNSEL



Joel Jacobsen

The United States Constitution provides that federal judges “shall hold their Offices during good Behaviour,” which in practice usually means for life. That makes judicial appointments a president’s longest-lasting personnel decisions. Three judges appointed by Lyndon B. Johnson remain on the bench today.

Every administration has a judge-picking staff overseen by the White House counsel. The current counsel, Don McGahn, spoke candidly about how his judge-pickers go about their business at the recent Conservative Political Action Conference. According to the Daily Caller, the conservative news website founded by Fox News host Tucker Carlson, “McGahn revealed that the White House treats judicial selection as an integral part of the deregulatory agenda.”

In his remarks, McGahn mentioned a 1984 Supreme Court opinion involving the Environmental Protection Agency that, in his view, granted too much leeway to regulatory agencies in general and the EPA in particular. He singled out for praise a 2016 opinion by then-Judge Neil

Gorsuch criticizing the case. McGahn declared: “Judicial selection and the deregulatory agenda are flip sides of the same coin.”

I don’t think he meant to imply Gorsuch was elevated to the Supreme Court for the specific purpose of overruling that 1984 case. But a fair interpretation of his remarks is that his office picks judges with the expectation that, once confirmed, they will use their newly acquired power to further “the deregulatory agenda.”

McGahn’s remarks might be viewed as no more than an unusually frank acknowledgment of long-standing practice, but I think they go well beyond that. Admittedly, any detached observer would have to conclude that the quality Americans prize most highly in their judges is affiliation with the party in power, with all that implies about any new judge’s ideological leanings. Governors no less than presidents rarely make appointments across party lines. (In New Mexico, our judicial nominating commissions sometimes give our governors no option.)

But patronage politics is one thing. It’s been a staple of American public life since Andrew Jackson instituted the spoils system (“to the victor goes the spoils”). Patronage distinguishes between judicial candidates based on party affiliation. That in itself makes little difference to the functioning of the courts, because the traits most valuable in a judge —

honesty, decisiveness, intelligence, modesty — are pretty evenly distributed across the parties.

Picking judges based on their willingness to advance a particular political agenda is another thing altogether. It prizes a readiness to discard existing law in order to enact the judge’s personal preferences. And that is contrary to John Adams’ maxim that we should strive for “a government of laws, not men.”

I can think of a dozen cynical rejoinders to what I’ve written so far, starting with the claim that Democrats do it, too, even if not so openly. But cynicism can quickly lead to a sour simple-mindedness. The point isn’t that the ideal formerly prevailed, but that there are strong reasons why everyone, of every political persuasion, should want it to prevail now. In the first place, power itself is neutral. In a system in which government control alternates between the parties, using power illegitimately is almost the same as granting illegitimate power to one’s enemies. Turnabout, as they say, is fair play, and hypocrisy is a poor defense.

Legitimacy itself is a second concern. When things get really dicey, the system relies on force to enforce the law. As Bobby Fuller pointed out, if you fight the law, the law generally wins. But it’s much better when the legal system

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CBRE *Build on Advantage*

Judicial selections increasingly insinuate political taint

From **PAGE 14**

can instead count on voluntary obedience. That happens only when citizens have faith that they will be treated fairly, in accordance with a body of rules and norms that exists apart from the will of any single individual. McGahn's remarks

undermine that faith.

Third, "It will not be denied, that power is of an encroaching nature," as James Madison wrote 230 years ago. Perhaps the greatest concern raised by McGahn's remarks is that they are so easily justified in political terms. If all the federal courts ever did was apply

existing law to resolve disputes, it would hardly matter whether a given judge was a Democrat or Republican, liberal or conservative. The fact that those distinctions matter so much today is a measure of how politically powerful our courts have become. Amassing political power

makes courts political targets.

Years ago, I was told an easy way to predict the outcome of a Supreme Court case: nine times out of ten, the justices will choose the result that does the most to enhance their own power. We'd all be better off if we could believe that was just a

cynical joke.

Joel Jacobsen is an author who recently retired from a

29-year legal career. If there are topics you would like to see covered in future columns, please write him at legal.column.tips@gmail.com

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Tax break for temporary work assignment defunct

ON THE MONEY



Jim Hamill

Q: I believe the new tax law is going to be very disruptive to plans I have for a temporary work assignment in Washington D.C., but my employer is uncertain if there is really a problem. I have a home in Placitas where I pay property taxes and mortgage payments. Last November, I agreed to

a seven-month work assignment in D.C. beginning in May after the school year ends, and ending in December. My wife and children are coming with me, and this seemed like a great chance to make this an educational trip for the kids where they get to experience both the Capitol and the East Coast. My employer provided a booklet that described the tax consequences of the assignment, and it said that all housing and living expenses incurred in D.C. would be tax deductible because the assignment is temporary. The tax law allows this because it is not reasonable to expect an employee to

sell a permanent home, and the deduction offsets the dual living costs. I am now being told that the new tax law may not allow this any more. Why would the law disallow a well-reasoned deduction? Is this really in the new law?

A. What you describe has been in the law for a long time. It was often used by construction workers assigned to temporary job locations. I have also known CPAs who used this provision when assigned to a Washington "national" tax office for a temporary period.

A temporary job is defined to be 12 months or less. It was once open-ended, meaning it was subject to interpretation

as to whether the job was temporary or permanent, but abuses led the Congress to specify that it had to be no longer than 12 months to qualify for the tax break.

Although not a commonly used benefit, with 130 million tax returns filed it shows up on quite a few returns every year. I have known several people in the Albuquerque area who have taken temporary work assignments.

The new tax law does not have a specific prohibition on deductions for temporary work assignments. In fact, the general provision survived the tax change. Nevertheless, you will lose your deductions.

What the law did was to eliminate any deductions

that are classified as "miscellaneous itemized deductions." The tax law defines these deductions as all itemized deductions other than those specified in Section 67(b).

Your travel expenses will be in your capacity as an employee. You first report those expenses on IRS Form 2106 and then as miscellaneous itemized deductions on schedule A. You lose the tax benefit because there are no allowed miscellaneous itemized deductions in 2018.

Technically the deduction for expenses associated with a temporary work assignment still exists. However, practically it exists only for someone who can report it as something other than a

miscellaneous itemized deduction, which is a self-employed person.

Even before 2018, the deduction was available only to the extent the aggregate miscellaneous itemized deductions exceeded 2 percent of the taxpayer's adjusted gross income, and then only if the taxpayer itemized deductions.

I would expect that a 7-month work assignment in D.C. would create costs in excess of 2 percent of AGI. Your state income and property taxes and charitable deductions may allow you to itemize deductions. If not, the travel costs probably would create a tax benefit. But no longer.

Employers may need

See **TAX** >> 20

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Dale Dauten & Jeanine J.T. O'Donnell

DEAR J.T. & DALE: I started a job and loved it, but it's been a year and now I'm bored. The company says I can create an opportunity for myself as long as it can be justified, but I have lost interest and don't even want to do that. This has happened to me repeatedly in my career since I graduated college. What's wrong with me? — Jackson

J.T.: I've seen this in

professionals before, ones who resist the constraints put on them and who crave new opportunities.

Dale: I know that feeling. Early in my career, I used to read motivational books, pushing myself to remain engaged in corporate life. It didn't take. So eventually I shifted my perceptions and embraced the restlessness: "OK, Mr. Boredom, have a seat and let's talk." Said another way, Jackson, boredom is your friend. On and off during your career, Mr. Boredom will turn up, and you'll know it's time to seek career adventure. In my case, I left corporate life to join a consulting firm, then opened my own company, then sold it to focus on writing, while still doing consulting work

for its variety.

J.T.: It's common for people who crave variety to become entrepreneurs. It allows them to work on many things at once and feel free. That said, Jackson, you may not be ready to start a company. If so, I'd suggest either finding a job that is bigger in responsibility, or consider becoming an independent contractor so you have the added challenge of working for yourself. Both of those options will add a complexity to your work situation that should help you feel more occupied.

Dale: And that could happen right where you are. You wrote, "The company says I can create an opportunity." Bang. That's a rare chance to test out a new career

endeavor while drawing a paycheck. It's time to engage your imagination, then have a sit-down with Mr. Boredom and see if you can find a new project that will re-engage your energy.

Dear J.T. & Dale: My friend works at a big company in town. I want to get a job there, but she refuses to recommend me for a job. Is it OK to at least mention that I know her? — Doreen

J.T.: No; if she has turned you down to act as a reference, then I would not. There must be a reason she is not willing to help you. Perhaps she doesn't have a good reputation, or

feels her own job is in jeopardy. Or, she may not feel comfortable endorsing you. Whatever the reason, you need to focus on networking and meeting other people at the company. Once you establish a relationship with some employees, you can let your friend know and ask: "Eventually, they may find out that I know you. What do you want me to say?" That way, she will see that you plan to move forward in pursuit of a job, and will have done it without her help. Perhaps then she'll change her mind and assist you.

Dale: Let's hope that happens. But for now, when it comes to this relationship, I agree: Shut your piehole. It

concerns me that your friend won't endorse you and hasn't explained why. J.T. has come up with some pleasant scenarios, like the one about her having doubts about her own reputation in the company. But if that's it, why wouldn't she just say so? Which leads me to conclude that her reluctance is tied up in some hesitation about you as an employee. Thus, if you mention knowing her, then the hiring manager undoubtedly will seek out her opinion. At that point, anything less than an enthusiastic endorsement will kill your candidacy. Just picture how faint praise might go: The hiring manager pops in on

See **FRIEND** >> 20

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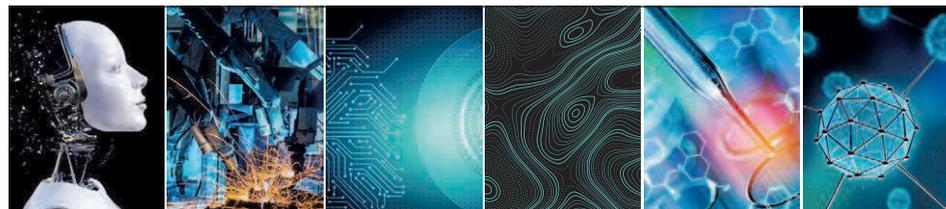
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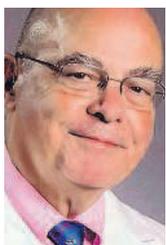
Briefcase

Items for consideration for Briefcase should be typed and sent to Business Outlook, P.O. Drawer J, Albuquerque, N.M. 87103. They can also be e-mailed to tfeld@abqjournal.com.

BULLETIN BOARD

THE ALBUQUERQUE CHAPTER of the **American Association of Individual Investors (AII)** presents **Investing in 2018: How To Navigate an Overextended Market**, by **John Kosar** chief market strategist at Asbury Research, at 7 p.m. on Thursday at UNM Continuing Education, 1634 University NE. The fee for the event is \$15 per person and \$20 per couple. For additional details or a registration form, visit www.aaii.com/local chapters.

TEDXABQ presents the **The Future of Healthcare Salon** from 5-8 p.m. on Wednesday at the Domenici Center at the University of New Mexico Health Sciences Center (UNMHSC), 1001 Stanford NE. The event will focus on changing the way health care is



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perceived and medicine is practiced in New Mexico. Speakers for the event are **Howard Yonas, M.D., Aaron Baca, Leigh Caswell, Christine Glidden and Kulmeet Singh**. The event will be curated by **Amanda Bergamo** and **Ryan Cangiolosi**. Doors open at 5 p.m.; refreshments from 5-6 p.m.; the program begins at 6 p.m. Parking is free after 5 p.m. Tickets are \$25 for general admission and \$15 for

students with valid identification. For advance tickets, visit www.eventbrite.com/e/tedxabq-salon-the-future-of-healthcare-tickets-43457490524?mc_cid=4b1d194452&mc_eid=b632464cb0.

ALBUQUERQUE SCORE presents the workshop, **Top 10 Legal Mistakes That Can Destroy a Business** by attorney-at-law **Larry Donohue**,

from 9 a.m.-noon on Thursday in Classroom 3 at the Kaplan Real Estate School, 8205 Spain NE. Legal issues are often put on the back burner. Failing to do some basic legal planning can result in costly mistakes, impaired growth and even the untimely collapse of the company. Topics covered include protecting corporate shield and personal assets; managing key employee issues; how to raise capital legally; and reducing the risk of litigation. The workshop fee is \$29.95. For advance registration or additional information, call 505-248-8232; or visit www.albuquerque.score.org.



DONOHUE

PROMOTIONS

CARLOS DUQUE, a financial adviser and financial planning specialist in Morgan Stanley's Wealth Management Office in Albuquerque, has been promoted to associate vice president. Duque joined the firm in 2011. He has a bachelor's degree from Panamerican University and a post-graduate degree in taxes



DUQUE

KATIE WYLIE has been promoted by **Alta Mira** to early childhood program director. Wylie has worked at Alta Mira for 12 years. She has a bachelor's degree from the University of New Mexico; and a master's degree in social work from New Mexico State University.



WYLIE

WELCOME



DIVINCENZO



SANCHEZ

NAGEL CPAS, LLC has hired two new staff members. They are: **Joe DiVincenzo**, staff accountant. DiVincenzo previously worked three years as an accounting clerk at New

Mexico Mutual. He has a bachelor's degree in accounting from UNM.

Rebekah Sanchez staff accountant. Sanchez has a bachelor's degree in languages; and a master's degree in accounting from UNM. She is also a volunteer with the local Volunteer Income Tax Assistance sites.

FRANK REEDUS III has joined the **Lovelace Medical Group** as an acute care nurse practitioner with the hospitalist team. Reedus is an ANCC board-certified



REEDUS

nurse practitioner. He has a master's degree in nursing from Tennessee State University.

MODRALL SPERLING has hired two new associates in the firm's Albuquerque office. They are **Jennifer Kittleson** and **Dominic Martinez**.

Kittleson will focus her practice on tort/personal injury and employment law including employment discrimination and wrongful termination. She has a law degree, summa cum laude, from UNM.

Martinez has a bachelor's degree in economics from Harvard College; and a law degree from UNM.

ETC.

THE NEW MEXICO ROOFING CONTRACTORS ASSOCIATION has announced the 2018 board of directors **officers and board members**.

Board officers are **Tina Cordova** - Queston Construction Inc., president; **Francis McPartlon** - Santa Fe Stucco and Roofing, vice president; **Shawn Gustafson** - Burke Insurance Group LLC, treasurer.

Board members are **Georgia Maese**, Brian McPartlon Roofing; **Joe Menicucci**, Downey & Co.; **Tim Davis**, J3 Systems director; **Jeff Kirk Patrick**, AAA Roofing; **David Montoya**, Queston Construction Inc.; **Matt**

Erickson, Southern Sustainability; and past president **John L. Sanchez**, Goodrich Roofing.

THE HEART HOSPITAL OF NEW MEXICO FOUNDATION has elected four **new officers** to its **board of directors**. They are **Elizabeth Armijo**, president; **Paula Bates**, vice president; **Jim Dye**, treasurer; and **Amanda Swadish**, secretary.

Other staff and current board members include **Rachelle Spencer**, **Devin Lujan**, **Cyndi Bleicher** and founder **Harvey J. White, M.D.**

GILBERT MESA has been elected **board chairman** for the

Border Industrial Association (BIA). Mesa is utility manager of the Fort Bliss Water Services Co., a subsidiary of American States Utility Services Inc. He has a bachelor's degree in civil engineering and a master's degree in civil engineering, both from Stanford University.



MESA

THE NATURE CONSERVANCY has elected three new **trustees**. They are **Deanna Archuleta**, **Phil Haworth** and **Ben Maddox**.

On The Record

Court and government filings through the week ending Mar. 9.

BANKRUPTCIES

CHAPTER 7: LIQUIDATION

Potis, Christopher M. and Regina Ann, Albuquerque; teacher; debts, \$204,178; property, \$317,159.

Dean, Imran Christopher and Irm Justin, Albuquerque; debts, \$339,362; property, \$320,350.

Nixon, Bryan Heath and Krystal Starr, Portales; self-employed and self-employed; debts, \$67,784; property, \$25,765.

Stott, John L. and Codi W., Albuquerque; police trainer and loan officer; debts, \$359,614; property, \$231,220.

Valdez, Paul, Farmington; sub educator and manager; debts, \$165,949; property, \$106,311.

Dyne, Gary Van Jr. and Rochelle R. Van, Carlsbad; sanitation department and disabled; debts, \$77,548; property, \$122,068.

Smith, Craig Allen and Deena Marie, Clovis; dispatcher and teacher's aid; debts, \$161,973; property, \$195,705.

Feerer, Curtiss Arnold, Logan; debts, \$109,990; property, \$21,081.

Templin, Jimmie L., Hobbs; care giver; debts, \$64,844; property, \$28,847.

Pacheco, Gabriel Frank, Santa Fe; engineering technician; debts, \$61,073; property, \$28,398.

Hunter, Monica Helen, Alamogordo; nurse; debts, \$140,213; property, \$124,179.

Marquez, Jose Alejandro and Diana Yvette, Deming; supervisor; debts, \$69,066; property, \$33,064.

White, Wellington L., Alamogordo; owner/operator; debts, \$48,954; property, \$19,925.

Walker, Sharyl A., Albuquerque; debts, \$138,026; property, \$106,969.

ABOUT THE SECTION

The information provided in On the Record is gathered from a variety of sources for your use each week. The **bankruptcies** are from filings with the U.S. Bankruptcy Court in Albuquerque; **District Court filings** from state District Court in Bernalillo County; **new patents and federal contracts** are provided by Tribune News Service; **restaurant inspection reports** come from the city of Albuquerque; **money rates** are provided by the financial institutions that offer them; and **new business incorporations** are provided by the New Mexico Secretary of State's Office.

Bankruptcies	19	Federal Contracts	19
District Court filings	19	Incorporations	21
New Patents	19	Restaurant Inspections	22

Murray, Patricia, Albuquerque; debts, \$36,167; property, \$8,324.

Lindsey, Robert L., Albuquerque; assistant kitchen manager; debts, \$18,101; property, \$26,797.

CHAPTER 13: ADJUSTMENT OF DEBT

Zamora, Esther Julia, Los Ranchos; educational assistant; debts, \$15,259; property, \$29,590.

Ortiz, Carla Esther, Santa Cruz; HR representative; debts, \$59,922; property, \$35,444.

BERNALILLO COUNTY DISTRICT COURT

MONEY DUE

Southwest Wholesale Supply Inc. v. Shillinglaw LLC, et al.: Complaint for debt and money due.

CONTRACT

RAKS Building Supply Inc. v. New Castle Custom Homes-Mitchell Construction LLC, et al.: Complaint for breach of contract.

SH Menaul Properties LLC v. Title Cash of NM Inc.: Complaint for breach of contract.

PERSONAL INJURY

Martina Benavidez v. Progressive Direct Insurance Co., et al.: Complaint for personal injury auto, bad faith, breach of contract, with six-person jury demand.

Maria D. Valdes-Hernandez v. Loya Insurance Co.: Complaint for personal injury auto with six-person jury demand.

Serrina Harner v. GEICO Insurance Co., et al.: Complaint for personal injury auto.

OTHER

Oscar Roark, et al., v. Dunkin Brands Inc., et al.: Complaint with initial judge assignment and six-person jury demand.

Nancy Najera v. Special Tire LLC, et al.: Complaint with initial judge assignment.

NM Coalition of Public Safety Officers v. Public Employee Labor Relations Board: Complaint for administrative appeal.

Jack Harris, et al., v. Cotinola Co. LLC: Complaint with initial judge assignment.

Retro Paint & Body Inc. v. Progressive Direct Insurance Co.: Complaint with initial judge assignment.

Jose Lujan v. Good Feet Store, et al.: Complaint with initial judge assignment.

Gregory Crutcher v. Liberty Mutual Insurance Co., et al.: Complaint with initial judge assignment and six-person jury demand.

Santiago Pineda v. We Care Transportation Agency: Complaint for certiorari.

Karie Slayton v. Brown & Brown Insurance of NM Inc.: Complaint with initial

judge assignment.

Suzanne Halbert v. Wal-Mart Stores East LP: Complaint with initial judge assignment.

City of Albuquerque v. Sahara Motel NM Inc., et al.: Complaint with initial judge assignment.

Robert Aranda v. United Parcel Service Inc.: Complaint with initial judge assignment.

James Valdez v. Summerwind Terrace LLC, et al.: Complaint with initial judge assignment.

Virginia Kinney v. William Galbreth Sr., DMD: Complaint for medical malpractice.

Yvonne Apodaca v. Young American Insurance Co.: Complaint with initial judge assignment and 12-person jury demand.

Melinda Prescott v. Bristol West Insurance Services Inc.: Complaint with initial judge assignment.

RAKS Building Supply Inc. v. Monarch Construction LLC, et al.: Complaint with initial judge assignment.

Calvin Hyer, Jr., et al., v. Southwest Group Consultants LLC, et al.: Complaint for foreclosure.

Barbara Sanchez v. Presbyterian Healthcare Services: Complaint with initial judge assignment with six-person jury demand.

Joshua Lopez v. In and Out Auto LLC, et al.: Complaint for property damage auto.

Iron Horse Welding LLC v. Los Alamos Home Improvement Inc.: Complaint with initial judge assignment.

NEW PATENTS

AWARDED MARCH 1

Honeywell International, Morris Plains, N.J., has been assigned a patent (**9,898,003**) developed by three co-inventors for "external aircraft ground control." The co-inventors are **Matthew Warpinski, Albuquerque, Andrew Fannon Lamkin, Albuquerque, and Duke Buster, Albuquerque.** (Filed May 14, 2015)

Anna and Eve, Placitas, has been assigned a patent (**9,901,164**) developed by two co-inventors for a "method of using a convertible diaper-changing bag." The co-inventors are **Robert Houston, Placitas, and Anna Jones, Placitas.** (Filed May 12, 2016)

National Technology and Engineering Solutions of Sandia, Albuquerque, has been assigned a patent (**9,906,311**) developed by six co-inventors for "transceivers and receivers for quantum key distribution and methods pertaining thereto." The co-inventors are **Christopher DeRose, Albuquerque, Mohan Sarovar, Albany, Calif., Daniel B.S. Soh, Pleasanton, Calif., Anthony Lentine, Albuquerque, Paul Davids, Albuquerque, and Ryan Camacho, Albuquerque.** (Filed March 23, 2016)

DISE Technologies, Albuquerque, has been assigned a patent (**9,904,732**) developed by two co-inventors for "dynamic index and search engine server." The co-inventors are **Arvind Raichur, Albuquerque, and Becky Raichur, Albuquerque.** (Filed Feb. 4, 2016)

Arrowhead Center, Las Cruces, has been assigned a patent (**9,902,966**) developed by two co-inventors for a "method of enhancing

translation of foreign genes in plants." The co-inventors are **Champa Sengupta Gopalan, Las Cruces, and Jose L. Ortega-Carranza, Las Cruces.** (Filed Aug. 9, 2016)

Los Alamos National Security, Los Alamos, has been assigned a patent (**9,902,748**) developed by five co-inventors for photoactive energetic materials. The co-inventors are **David E. Chavez, Rancho de Taos, Susan Kloek Hanson, Los Alamos, Robert Jason Scharff, Los Alamos, Jacqueline Marie Veauthier, Los Alamos, and Thomas Winfield Myers, Los Alamos.** (Filed May 15, 2015)

Tripetals, Albuquerque, has been assigned a patent (**9,902,109**) developed by three co-inventors for an "internet-enabled apparatus, system and methods for physically and virtually rendering three-dimensional objects." The co-inventors are **Christopher Kaltenbach, Tokyo, Japan, Luke Nihlen, Albuquerque, and Luis M. Ortiz, Albuquerque.** (Filed Aug. 7, 2013)

Intellicyt, Albuquerque, has been assigned a patent (**9,903,803**) developed by four co-inventors for "flow cytometer signal peak identification employing dynamic thresholding." The co-inventors are **Andrew W. Smolak, Golden, Colo., Jean-Luc Fraikin, Toronto, Canada, Erica Dawson Tenent, Broomfield, Colo., and Kathy L. Rowlen, Boulder, Colo.** (Filed June 3, 2015)

National Technology and Engineering Solutions of Sandia, Albuquerque, has been assigned a patent (**9,903,001**) developed by three co-inventors for "quantitative detection of pathogens in centrifugal microfluidic disks." The co-inventors are **Chung-Yan Koh, Dublin, Calif., Ulrich Y. Schaff, Livermore, Calif., and Gregory Jon Sommer, Livermore, Calif.** (Filed July 12, 2013)

Arrowhead Center, Las Cruces, has been assigned a patent (**9,902,966**) developed by two co-inventors for a "method of enhancing translation of foreign genes in plants." The co-inventors are **Champa Sengupta Gopalan, Las Cruces, and Jose L. Ortega-Carranza, Las Cruces.** (Filed Aug. 9, 2016)

FEDERAL CONTRACTS

ANNOUNCED MARCH 1

R&M Government Services Inc., Las Cruces, won a **\$115,684** federal contract set-aside for service-disabled veteran-owned small business from the Defense Logistics Agency for anti-reflection devices.

ALMS Ltd. Co., Moriarty, won an **\$88,423** federal contract from the U.S. Army Corps of Engineers for the repair of Strategic Systems Programs offices in Bldg. 595 at Kirtland Air Force Base.

R&M Government Services Inc., Las Cruces, won an **\$87,504** federal contract set-aside for service-disabled veteran-owned small business from the Defense Logistics Agency for flexible printed cable assemblies.

R&M Government Services Inc., Las Cruces, won a **\$69,509** federal contract from the Defense Logistics Agency for expanding grip pins.

R&M Government Services Inc., Las Cruces, won a **\$62,048** federal contract set-aside for service-disabled veteran-owned small business from the Defense Logistics Agency for spill berm kits.

R&M Government Services Inc., Las Cruces, won a **\$60,601** federal contract from the Defense Logistics Agency for pin-rivet collars.

Blue Stone Solutions LLC, Gallup, won a **\$58,433** federal contract set-aside for Native American small business from the U.S. Department of the Interior's Bureau

Tax deduction largely defunct

From **PAGE 16**

to pick up the slack and pay for all or a portion of an employee's temporary living and travel costs. You would need to make an adequate accounting to the employer to avoid more W-2 wages for any reimbursement.

Your tax treatment of temporary work assignment costs has definitely been disrupted.

You will have to decide what that means in your decision-making process. A conversation with your employer is probably a good idea.

You are not the only one adversely affected by the elimination of miscellaneous itemized deductions. The law did not target any deduction in particular. In addition, it did not, in general, eliminate the deduction

for temporary work assignments.

The problem is that where these temporary work deductions appear on the tax return eliminates the deduction for an employee on a temporary assignment.

Jim Hamill is the director of Tax Practice at Reynolds, Hix & Co. in Albuquerque. He can be reached at jimhamill@rhccopa.com.

Friend declines to give reference

From **PAGE 17**

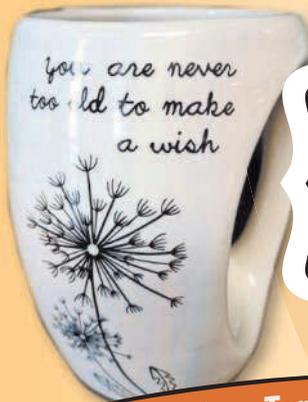
your friend and says: "Hey, I'm talking to Doreen about hiring her. What do you think?" And your friend does a tight smile and says, "She'd be OK, I guess." You're toast. Here's

how the rating scale works when references are asked about you: You're either a 10 or a zero.

Jeanine "J.T." Tanner O'Donnell is a professional development specialist and the founder of the consulting firm jtodonnell. Dale Dauten resolves employment

and other business disputes as a mediator with AgreementHouse.com. Please visit them at jtanddale.com, where you can send questions via email, or write to them in care of King Features Syndicate, 300 W. 57th St., 15th Floor, New York, NY 10019.

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of Indian Affairs for propane services for the Fort Apache Agency in Whiteriver, Ariz.

R&M Government Services Inc., Las Cruces, won a **\$42,130** federal contract from the Defense Logistics Agency for tube couplings.

Socorro Electric Cooperative Inc., Socorro, won a **\$30,000** federal contract from the U.S. Department of the Interior's Bureau of Reclamation for electric utilities for the Socorro Field Office.

R&M Government Services Inc., Las Cruces, won a **\$29,763** federal contract set-aside for service-disabled veteran-owned small business from the Defense Logistics Agency for circuit card assemblies.

R&M Government Services Inc., Las Cruces, won a **\$26,772** federal contract set-aside for service-disabled veteran-owned small business from the Defense Logistics Agency for voltage regulator sub-assemblies.

INCORPORATIONS

Cole Surgical LLC. Registered agent: Registered Agents Inc., 530-B Harkle Rd., Santa Fe.

Metallic Transport LLC.

Registered agent: Alan Jay Glenn, 3204 W. Main, Lot 73, Artesia.

Michael S. Ray LLC. Registered agent: Alyssa Ray, 10028 Calle Bella NW, Albuquerque.

Chuck Lujan LLC. Registered agent: Manuel R. Lujan, 2913 Calle Vera Cruz, Santa Fe.

Melissa Shepard Design LLC. Registered agent: Melissa Shepard, 1416 Ridgcrest Pl. SE, Albuquerque.

Hernandez Glass LLC. Registered agent: Miguel A. Hernandez, 1729 Camino Del Sol, Gallup.

Carolina Verdezoto LLC. Registered agent: Carolina Verdezoto, 1532 Atrisco Dr. SW, Albuquerque.

Foxtire Counseling LLC. Registered agent: Joshua Grothaus, 2103 Wyoming Blvd. NE, Albuquerque.

A&A Auto Sales Detailing LLC. Registered agent: Angelica Almaraz, 6735 Vista de Norte, Las Cruces.

MZ Mechanical LLC. Registered agent: Gilbert Martinez, 1962 Redwood Ave., Las Cruces.

Leslie Jemez Land LLC. Registered agent: Paige Leslie Baird, 2900 Louisiana Blvd. NE, Albuquerque.

Wendclovis Realty LLC. Registered agent: Corporation Service Co., 123 E. Marcy St., Santa Fe.

Romero9 LLC. Registered agent: Registered Agents Inc., 530-B Harkle Rd., Santa Fe.

Russell Construction LLC. Registered agent: United States Corporation Agents Inc., 4801 Lang Ave., Albuquerque.

Dance Medicine New Mexico LLC. Registered agent: Elizabeth Kane Lonergan, 1705 Georgia St. NE, Albuquerque.

BtrFlysLLC. Registered agent: Susan Johnston, 3309 Mars NE, Albuquerque.

Troy K. Sanchez, Private Investigator LLC. Registered agent: Troy K. Sanchez, 1011 Lomas Blvd. NW, Albuquerque.

301 Enterprise LLC. Registered agent: Bill Havre, 530-B Harkle Rd., Ste. 100, Santa Fe.

ParrTree LLC. Registered agent: Callie Parr, 608 Chanticleer, Clovis.

El Salto Quality Work LLC. Registered agent: Brian Duran, #10 Aspen Rd., Arroyo Seco.

Rocky Mountain Offender Management Systems LLC. Registered agent: Lydia Duarte, 1100 4th St. NW, Albuquerque.



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We would like to introduce

JOEL ALAN GAFFNEY

Joel joined our firm in September. He earned his J.D. from Brooklyn Law School in 2012, and an LL.M in Bankruptcy Studies from St. John's University School of Law. Joel, born and raised in New Mexico, recently relocated back to Albuquerque after practicing bankruptcy law in New York for the past four years. Joel will focus on business reorganizations, collections and business disputes.

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Grammie's Cabin LLC. Registered agent: Paige Leslie Baird, 2900 Louisiana Blvd., Albuquerque.

Alumbaugh Remodeling LLC. Registered agent: James R. Alumbaugh, 1 Blanco Dr., Edgewood.

John L. Lucas LLC. Registered agent: John L. Lucas, 1303 Lejano Ln., Santa Fe.

Rainpier Entertainment LLC. Registered agent: Legalinc Corporate Services Inc., 4801 Lang Ave. NE, Albuquerque.

Kineth Management LLC. Registered agent: JFCNM LLC, 9400 Holly Ave. NE, Bldg. 4, Albuquerque.

BBTV Holding LLC. Registered agent: Northwest Registered Agent Inc., 530-B Harkle Rd., Santa Fe.

The Phoenix Staffing LLC. Registered agent: Registered Agents Inc., 530-B Harkle Rd., Santa Fe.

Spotties Butler LLC. Registered agent: Jacqueline Figueroa, 2117 Bellamah Dr., Las Cruces.

Accelerate Mortgage LLC. Registered agent: Paracorp Incorporated, 1012 Marquez Pl., Santa Fe.

Customer Service Partners LLC. Registered agent: Legalinc Corporate Services Inc., 4801 Lang Ave. NE, Albuquerque.

Tipo LLC. Registered agent: David Certain, 10115 Avenida Vista Sol NW, Albuquerque.

The Dave Romero, Jr. Law Firm LLC. Registered agent: Justin Romero, 115 S. Grand Ave., Las Vegas.

C & D Gifts Native American Art LLC. Registered agent: Douglas M. Thresher, 2200 Eubank Blvd. NE, Albuquerque.

David Walker Consulting LLC. Registered agent: David E. Walker, 2111 Laredo Ave., Las Cruces.

Captured Moments Photography LLC. Registered agent: Jerrad Manning, 710 Western Hills Dr., Rancho West.

Slush Sites LLC. Registered agent: Austin Smith, 3904 Pitt St. NE, Albuquerque.

Landmark Realty Group LLC. Registered agent: Giselle Cardona, 8300 Wyoming Blvd. NE, #3224, Albuquerque.

Psychiatric Legal Nurse Consulting LLC. Registered agent: Eric Peterson, 7527 Willow Run NE, Albuquerque.

ADA Vet Advocacy LLC. Registered agent: C. Woodruff, 460 Pampas Rd. SW, Deming.

Title Runs LLC. Registered agent: Gicela Estrada, 7417 Schooner Rd., Carlsbad.

Alexandra Kathleen LLC. Registered agent: Alexandra K. Hahn, 9727 Tapatia Dr. NW, Albuquerque.

Shadow Muse Music LLC. Registered agent: Dennis Joe Atwood, 6529 Jaeger Pl., Las Cruces.

Casa Cleaning LLC. Registered agent: Ricco S. Carrasco, 6509 Desert Spirits Rd. NW, Albuquerque.

John Kaltenbach Homes LLC. Registered agent: John Kaltenbach, 13520 Red Yucca Ave. NE, Albuquerque.

Precision Innovation LLC. Registered agent: Pat Yeamans, 111 Fort Union Ave., White Rock.

Ched Designs LLC. Registered agent: Ted Janka, 8421 La Palomita Rd. NE, Albuquerque.

Happy @ Home LLC. Registered agent: Tom H. McMahon, 13112 Bear Dancer Trail NE, Albuquerque.

D&J Plumbing LLC. Registered agent: Drew J.

Faulkner, 4501 Bogan Ave. NE, Albuquerque.

Hermanas LLC. Registered agent: Ramona Chavez, 80 Culebra Rd., Taos.

Four Corners Explorers LLC. Registered agent: Robert Donald, 1703 Yucca Ave., Farmington.

Body Master Auto Repair Shop LLC. Registered agent: Gaston Gaucin Muñoz, 11100 Gibson Blvd. SE, #H-175, Albuquerque.

Telcor Connections LLC. Registered agent: Mirella Mangum, 1416 Claremont Terrace, Clovis.

Chris Pruitt CPA LLC. Registered agent: Chris Pruitt, 2406 Sierra Vista Rd., Artesia.

Nourished Nutrition Counseling LLC. Registered agent: Jennifer Bryant, 5008 Silas Ct. NE, Albuquerque.

East Mountain Property Management LLC. Registered agent: Kevin Jay Campbell, 372 E. Antelope Circle SE, Albuquerque.

MD2 Tech Solutions LLC. Registered agent: Miguel Angel De Santiago, 602 Cielito Dr., Roswell.

Around The Corner Self-Storage LLC. Registered agent: Ryan Goodman,

613 Old Santa Fe Trail, Santa Fe.

Robinson Cattle Co. LLC. Registered agent: Christine E. Wright, 509 S. Main St., Ste. A, Las Cruces.

New Mexicos Rentals LLC. Registered agent: Aaron Orasco, 1729 Cortina Lp. SE, Rio Rancho.

Corrales Psychology LLC. Registered agent: Laura Louise Smith, 156 Tierra Encantada, Corrales.

Business Matters LLC. Registered agent: Gabrielita Loy, #8 Emiliano Pl., Santa Fe.

Speaker City LLC. Registered agent: Christopher Munson, 3209 N. Prince St., Clovis.

MTM Solutions LLC. Registered agent: Keri Schrock, 5101 College Blvd., Farmington.

Desert Gold Fine Jewelry LLC. Registered agent: Cristian A. Martinez, 9904 Golf Course Rd. NW, Albuquerque.

Morgan Tire Service LLC. Registered agent: Clay Morgan, 2902 Burton SE, Albuquerque.

Space Alchemy LLC. Registered agent: Carey Dodson, 985 Agua Fria

St., Santa Fe.

Trauma Therapy of New Mexico LLC. Registered agent: Lauralyn A. Pryor, 607B Piñon Dr., Santa Fe.

White Knuckles Foundation LLC. Registered agent: Ramon Montoya, 902 Manzano Ave., Los Lunas.

Patterson Pecans LLC. Registered agent: Heather Patterson, 1813 Sandy Ln., Carlsbad.

Vintage Rio Vineyard LLC. Registered agent: Bart Wilsey, 515 N. Orchard Ave., Farmington.

Piece of Work Entertainment LLC. Registered agent: Registered Agents Inc., 530-B Harkle Rd., Santa Fe.

Felix Hot Shot Service LLC. Registered agent: United States Corporation Agents Inc., 4801 Lang Ave., Albuquerque.

SNMOTO LLC. Registered agent: Matthew Gillihan, 1130 Commerce Dr., Las Cruces.

H&M Bookkeeping LLC. Registered agent: Holly Lybrook, 1705 Knudsen Ave., Farmington.

Welcome Home Cleaning Services LLC. Registered agent: Alicia Silva, 45 Mira Vista Lp.,

Alamogordo.

Structure and Acupuncture LLC. Registered agent: Marissa Loya, 1433 Hickox St., Santa Fe.

Eclat Salon LLC. Registered agent: Santiago Romero, 209 Gold Ave. SW, Albuquerque.

Mr. Fix-It Handyman Services LLC. Registered agent: William David Baber, 15975 Hwy. 84/64 West, Chama.

Wild West Auto Inspections LLC. Registered agent: Melissa M. Carl, 39 Coyote King, Santa Fe.

CTG Enterprises LLC. Registered agent: Carole T. Gonynor, 1123 Grand Ave., Las Vegas.

AB Cleaning LLC. Registered agent: Jeanne Avila, 1509 Cordoba Ln., Hobbs.

Monica Yaple, CPA LLC. Registered agent: Monica Beth Yaple, 5801 Osuna Rd. NE, Ste. 109, Albuquerque.

Tony's Truck Service LLC. Registered agent: Yeidi Rodriguez, 2331 N. Red Oak Dr., Hobbs.

DI Graphic Design LLC. Registered agent: David Lansa, 2148 Consetoga Rd. SE, Rio Rancho.

RESTAURANT INSPECTIONS

These are summaries of Albuquerque Environmental Health restaurant inspections.

The best possible score on a restaurant inspection is 214 points. Inspectors subtract points from that total for each violation. A priority violation is the most serious and costs six points (-6) for each individual violation. A priority foundation violation is a medium-risk violation and deducts three points (-3) for each individual violation. A core violation is a low-risk violation and deducts one point (-1) for each individual violation.

Restaurants with a cumulative inspection score of 80 percent or higher are approved. All inspections resulting in a score of 79 percent or less are deemed unsatisfactory. Restaurants with violations have 10 days to make corrections.

All establishments that pass their inspections are listed in the most serious category for which they have a violation.

INSPECTION KEY

APPROVED: No violation(s)

CORE VIOLATION(S): Low-risk infractions

PRIORITY FOUNDATION VIOLATION(S): Medium-risk infractions

PRIORITY VIOLATION(S): High-risk infractions

UNSATISFACTORY: Restaurants which score lower than 80 percent on their inspection are designated as unsatisfactory.

PERMIT SUSPENSION/CLOSED: Permit is suspended if all violations have not been corrected within 10 days, or when an imminent health hazard is present. Restaurant is closed until suspension is lifted.

UPGRADE: Restaurant passed second inspection within 10 days after an unsatisfactory inspection.

APPROVED/ NO VIOLATIONS

ABC Preschool, 801 98th St. SW (March 2)

Healthsouth Rehabilitation Hospital, 7000 Jefferson St. NE (Feb. 28) - kitchen

Moons Coffee & Tea, 1605 Juan Tabo Blvd. NE (Feb. 27)

Skinny Man Gourmet Jerky, 6501 Paradise Blvd. NW (March 2)

Smith's Food and Drug Center, 200 Tramway Blvd. SE (Feb. 26) - deli, meat/fish

Volcano Vista High School, 8100 Rainbow NW (Feb. 26) - DECA, main grab-n-go - A Hall

APPROVED/ CORE VIOLATIONS

Coronado Elementary School, 601 4th St. SW (March 2) - kitchen

Volcano Vista High School, 8100 Rainbow NW (Feb. 26) - Midway - F Hall, grab-n-go - E Hall

APPROVED/ PRIORITY FOUNDATIONS VIOLATIONS

Volcano Vista High School, 8100 Rainbow NW (Feb. 26) - main kitchen

APPROVED/ PRIORITY/ VIOLATIONS

7 Bar Elementary School, 4501 Seven Bar Lp. NW (Feb. 27) - cafeteria

Collet Park Elementary School, 2100 Morris St. NE (Feb. 27)

Dollar Tree #3800, 6521 Paradise Blvd. NW (March 2) - retail

Friendship Gardens ALF, 1909 Morris NE (Feb. 27)

Longhorn Steakhouse #5522, 9975 Coors Bypass NW (Feb. 27) - bar, kitchen

Mr. Powdrell's Barbeque, 11301 Central Ave. NE (Feb. 28)

Smith's Food and Drug Center, 200 Tramway Blvd. SE (Feb. 26) - bakery, grocery, sushi,

Taste of India, 1605 Juan Tabo Blvd. NE (Feb. 27)

Ventana Ranch Elementary School, 6801 Ventana Village Rd. NW (March 2) - cafeteria

Volcano Vista High School, 8100 Rainbow NW (Feb. 26) - north DECA snack bar

Waffle House, 2250 Yale Blvd. SE (March 2)

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