Flying 40 gearing up for its 21st year

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.

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.

<table>
<thead>
<tr>
<th>AIRLINE</th>
<th>January numbers</th>
<th>Change from 2017</th>
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<tbody>
<tr>
<td>1. Southwest Airlines</td>
<td>174,529</td>
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<tr>
<td>2. American Airlines</td>
<td>74,726</td>
<td>+10.3%</td>
</tr>
<tr>
<td>3. United Airlines</td>
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<td>+21.2%</td>
</tr>
<tr>
<td>4. Delta Air Lines</td>
<td>27,419</td>
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<tr>
<td>6. Frontier Airlines</td>
<td>7,368</td>
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<tr>
<td>7. JetBlue Airways</td>
<td>4,800</td>
<td>-1.6%</td>
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<tr>
<td>8. Allegiant Air</td>
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<tr>
<td>9. Boutique Air</td>
<td>1,158</td>
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<th>SUNPORT PASSENGERS TO DATE</th>
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<tr>
<td>2018</td>
</tr>
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<td>2017</td>
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<tr>
<td>Change</td>
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</tbody>
</table>

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

Source: City of Albuquerque Aviation Department

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

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

ONLINE

ABQjournal.com/business
➤ For Business Insider, a daily blast of business news, subscribers can sign up by going to ABQjournal.com/bizinsider.
➤ To sign up for breaking news and breaking sports news
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 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

BY ELLEN MARKS
ASSISTANT BUSINESS EDITOR

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.
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.

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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 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...
Shaping a stronger future through leadership

BY PATTY KOMKO
PRESIDENT
AND DOUG SMITH
BOARD CHAIRMAN
LEADERSHIP NEW MEXICO

The nonprofit organization 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 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.

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.

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 desire 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.

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STEVE CHOVAÑEC
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.

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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.

---

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.

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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.

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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 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.

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**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.

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**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.

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

**New Mexico strengths:** New Mexico has some of the world’s greatest technological minds.

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**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.

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**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.

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**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.

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**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.

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**LEADERSHIP NEW MEXICO**

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**Vince Margiotta**  
Director, Leadership New Mexico

**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.

**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.

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**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.

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**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.
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.

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.
LEADERSHIP NEW MEXICO

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.

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.
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.

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.

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.

The CORE sports complex in Hobbs houses multiple playing areas, including a pool.
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 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 $160,000 since 2013, allowing Dollars4Schools to fund nearly 100 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; Tesque Elementary School; Gonzales Community School; Wood Gormley Elementary School; and Milagro Middle School.
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 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.”

“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

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
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
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
Enlisting imagination can combat career boredom

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 and you’re right. I can 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.

J.T.:

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 some hesitation about you, then she’ll change her mind and assist 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

J.T. has come up with some pleasant scenarios, like the one 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
THE ALBUQUERQUE CHAPTER of the American Association of Individual Investors (AAII) 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 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.

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.

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.

YONAS
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.

NAGEL CPAS, LLC has hired two new staff members. They are: Joe DiVinzenzo, staff accountant. DiVinzenzo 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 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.

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.

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 Irmin Justin, Albuquerque; debts, $339,362; property, $320,350.


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 Robert 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, Curtis 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, $23,064.

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


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

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

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

Bernalillo County District Court

MONEY DUE


CONTRACT


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

PERSONAL INJURY


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.


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.


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 certeriori.

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

NEW PATENTS

Honeywell International, Morris Plains, N.J., has been assigned a patent (9,902,109) developed by three co-inventors for “external aircraft ground control.” The co-inventors are Matthew Warpiniski, 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 Alayon, Placitas, and Anna Jones, Placitas. (Filed May 12, 2016)

National Technology and Engineering Solutions of Sanida, Albuquerque, has been assigned a patent (9,906,311) developed by six co-inventors for “transceivers and receivers for quantum key distribution and methods containing the same.” The co-inventors are Christopher DeRose, Albuquerque, Mohan Sarvar, Albany, Calif., Daniel B.S. Suh, Pleasanton, Calif., Anthony Lentein, 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 “digital index and search engine server.” The co-inventors are Arvid 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, Las Alamos, has been assigned a patent (9,902,748) developed by five co-inventors for photovoltaic energetic materials. The co-inventors are David E. Chavez, Ranchos de Taos, Susan Kloeck Hansen, 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 Kaelenbach, 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 Sanida, 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 $15,684 federal contract set-aside for service-disabled veteran-owned small business from the 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 Department of Veterans Affairs for expanding grip pins.


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 of Indian Affairs.

On the Record

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

District Court filings

New Patents

19 Federal Contracts

19 Incorporations

19 Restaurant Inspections

21

22

MONEY DUE


CONTRACT


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

PERSONAL INJURY

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@rhcocpa.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.

Big banks call rates like these “madness.”

That’s because they’re better. Much better!

<table>
<thead>
<tr>
<th>Term</th>
<th>Rate</th>
<th>National bank average APY²</th>
<th>Over 4x the national average!</th>
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- Funds from other institutions welcome
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- Good through the end of February
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Federally insured by NCUA. ¹Annual Percentage Yield (APY), effective as of 3/5/18 and subject to change without notice. Some restrictions may apply. Limited time offer can be withdrawn any time without notice. Penalty may be imposed for early withdrawal. Offer good for new Sandia Area Share Certificate accounts funded with money from another institution. Sandia Area membership required (see sandia.org for membership details). ²National Bank Average - FDIC 3/2/18.
of Indian Affairs for propane services for the Fort Apache Agency in Whiteriver, Ariz.


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.


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.


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


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.

Foxfire Counseling LLC. Registered agent: Joshua Grothauser, 2103 Wyoming Blvd. NE, Albuquerque.


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


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.


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

BtrFlys LLC. Registered agent: Susan Johnston, 3309 Mars NE, Albuquerque.


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

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


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

These are summaries of Albuquerque Environmental Health restaurant inspections. The highest possible score on a restaurant inspection is 121 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 score lower than 80 percent are considered unsatisfactory and are subject to closure. 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 score lower than 80 percent are considered unsatisfactory and are subject to closure. 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.
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