



CITY OF EL PASO

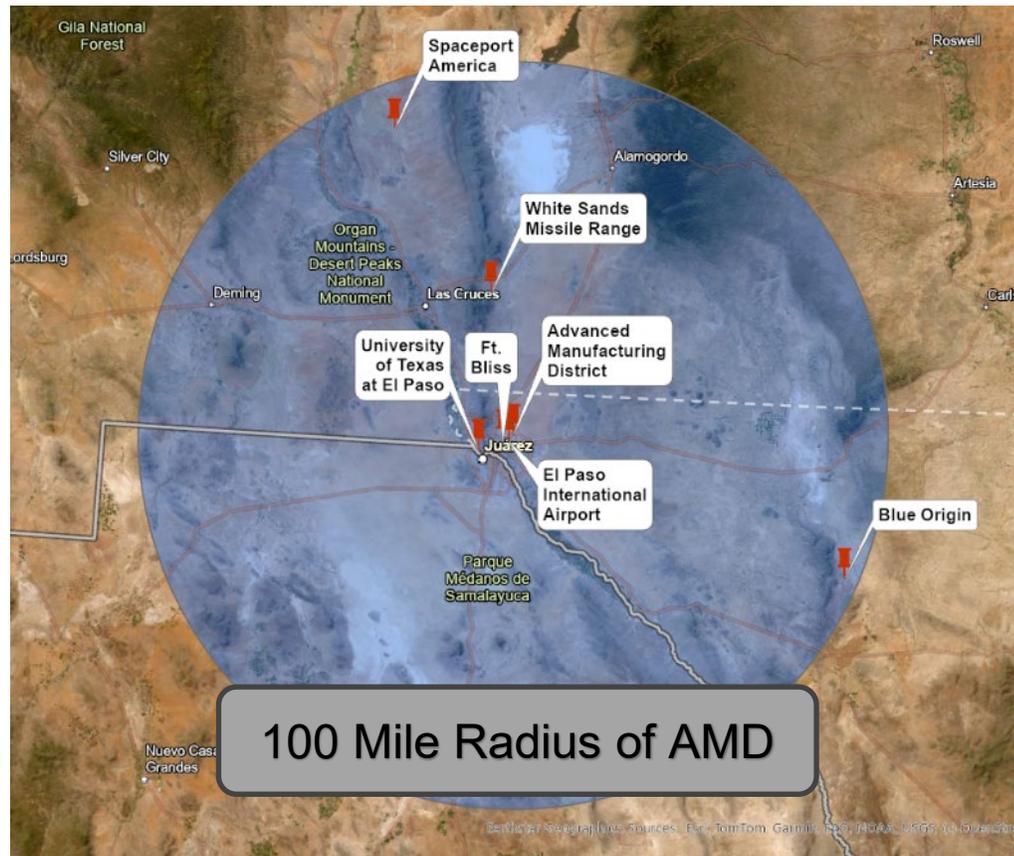
# Advanced Manufacturing Incentive Policy

Goal 1. Create an Environment Conducive to Strong, Sustainable Economic Development

# Regional Vision

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Reinvent El Paso's historical roots in manufacturing to **high-growth industries** that create a culture of technology that promotes economic prosperity and mobility.

Support target industries specifically, aerospace, defense, and advanced manufacturing by leveraging regional assets:

- **Fort Bliss**
- **White Sands** Missile Range
- **Spaceport America** in T or C, NM
- **Blue Origin** in Van Horn, TX

# Historical Investment in Manufacturing

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## \$1.5M Build to Scale Grant (2021)

- \$1.5M Innovation Network for Manufacturers
- \$1.5M City in-kind

## ARPA (2022)

- \$3M – Innovation Factory
- \$14M – BOSS

## \$40M Build Back Better Regional Challenge Grant (2022)

- \$25M - Advanced Manufacturing District (AMD)
- \$15M - Innovation Network for Manufacturers
- \$1.875M - City in-kind
- \$1.875M - County in-kind

## Community Project Funding (2026)

- \$250,000 – Congresswoman Escobar

# Strategic Approach

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## Business Attraction

- Flexible and competitive incentives policy
- Infrastructure as a service via Innovation Factory and Advanced Manufacturing District

## Workforce Development

- Internship program at the Innovation Factory
- Training to upskill the current workforce

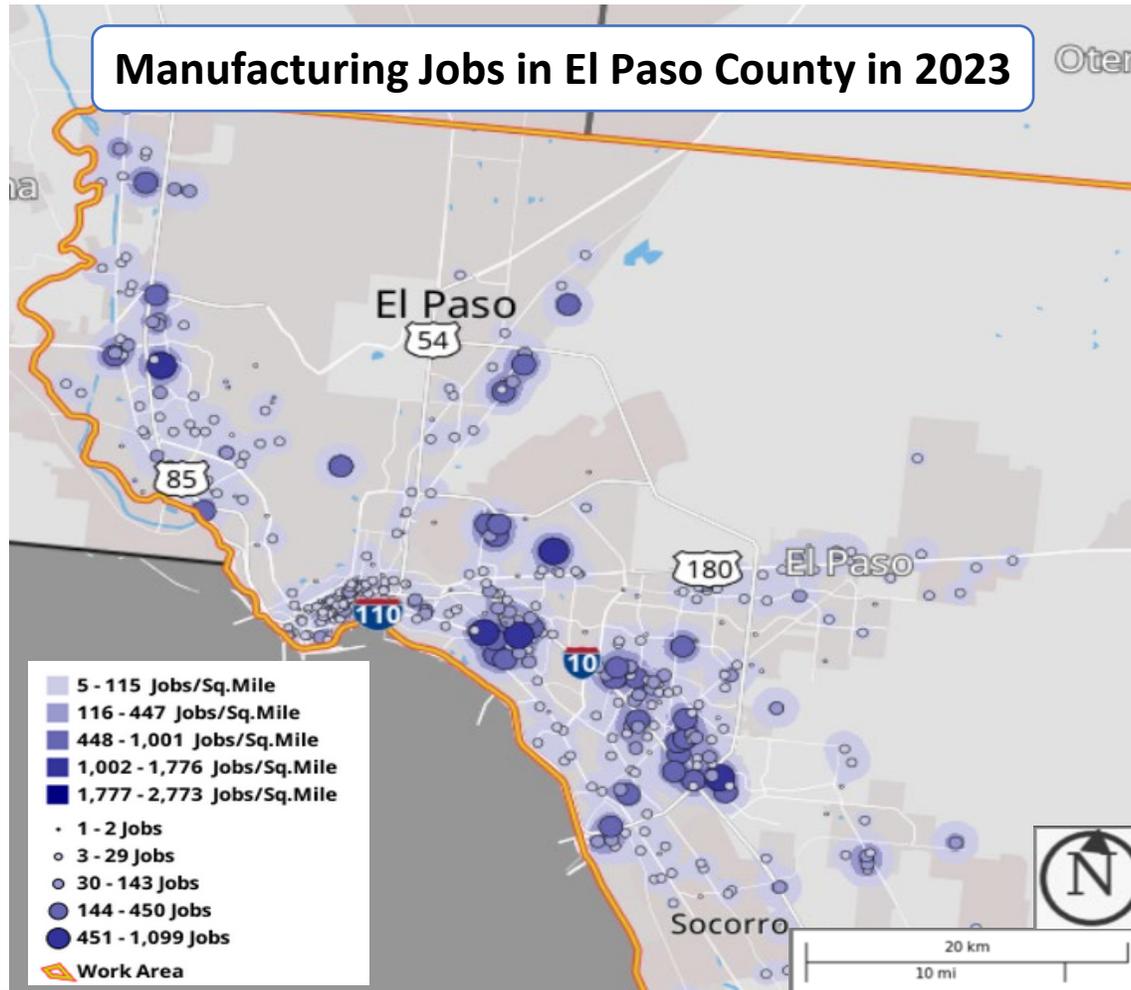
## Incubation and Acceleration Services

- Business services designed to enhance supplier readiness and provide technical assistance, enabling small and medium manufacturers to qualify for aerospace and defense contracts.

# Innovation Network For Manufacturers

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Small and medium manufacturers in El Paso qualify for business services that help strengthen supplier readiness through workforce development, certifications, and integration into national aerospace and defense supply chains.

# Free Services for Regional Manufacturers

- **ISO 9001** and **AS9100D** certification
- **ITAR** Compliance Consulting
- **CMMC** Consulting
- Workforce **Training**
- **Capability Statement** Development
- Annual Manufacturing and **Supplier Summit**
- **Power Luncheons** to meet potential new customers
- **CONNEX** El Paso
- **Aerospace and Defense** Customer Discovery, Preparation, Marketing and Post-Award **Support**

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# DIBBs Readiness Incentive

## City Manager Approval

Members of the Innovation Network for Manufacturers can apply to receive up to \$12,500 each for achieving defense readiness level 6. The program funding cap allocation is \$1.2 million from the TED Fund, or the first 150 companies. Eligibility requirements include:

1. Sam.gov registration
2. Obtaining a CAGE code
3. ISO 9001 or AS9100 certification
4. Submission of at least one defense-related bid
5. Eligibility Timeframe:
  1. \$10,000 - October 1, 2022 to **March 31, 2027**
  2. \$2,500 bonus - October 1, 2022 to **December 2026 (early adoption)**

# Advanced Manufacturing District

Designated industrial area located on Airport property is available for lease in alignment with FAA requirements and is intended for manufacturers that demonstrate significant potential to contribute to El Paso's industrial growth through:

- Job creation;
- Capital investment; and
- Participation in aerospace, defense, and/or advanced manufacturing.

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# Selection and Scoring Criteria

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A quantitative, data-driven approach will be used to evaluate prospective applicants to determine which companies will have the greatest impact on the economy.

- Defense Industrial Base Readiness Level;
- Economic Impact;
- Local Supply Chain Impact;
- Average Employee Wage;
- Job Creation Potential;
- Growth and Scalability Potential; and
- Financial Viability and Stability.



# Incentive Toolkit

## City Council Approval

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### Lease Subsidies

- Reimbursements that reduce rental costs after a company achieves performance milestones such as job creation or capital investment.

### Tax Rebates

- Property Tax
- Construction Materials Sales Tax

### Development and Building Fee Rebate

- A one-time rebate of qualifying City development fees, not to exceed \$10,000.

### Skills Training Grant

- A reimbursement for eligible workforce development expenses such as training materials, certifications, and job-related training equipment.

# Requested Action

Approving and adopting the Advanced Manufacturing Incentive Policy (“AMD Policy”), and \$1.2M allocation from the Texas Economic Development Fund to support the Defense Industrial Base Business (DIBBs) Readiness Incentive.

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*Apply Now!*

## MISSION



Deliver exceptional services to support a high quality of life and place for our community.

## VISION



Develop a vibrant regional economy, safe and beautiful neighborhoods and exceptional recreational, cultural and educational opportunities powered by a high performing government.



## VALUES

Integrity, **R**espect, **E**xcellence,  
**A**ccountability, **P**eople