

FY16 Annual Report



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Message from Governor Susana Martinez

Dear Fellow New Mexicans:

Just a few years ago, New Mexico had a reputation for punishing job creators with burdensome regulations and high taxes, pushing them away to surrounding states. Since day one of my Administration, we've fought hard to make New Mexico more competitive with surrounding states by diversifying and growing our private-sector economy.

We've cut taxes 37 times, reduced the business tax rate by 22 percent, and ended the double and triple taxation of manufacturers.

We've fought for strong tools and incentives to recruit new businesses to the state, while helping those that are already here to grow and thrive. We've made funding for our Job Training Incentive Program (JTIP) a priority and it has been recognized as one of the most effective in the nation. We've also grown our closing fund, which was nearly zeroed out when I took office, to \$56 million.

These vital reforms, tools, and incentives help us close deals to grow businesses in New Mexico. Some are global leaders in their industries, like Facebook or PCM. Others are homegrown, like Wildflower International or Skorprios, Inc.

We've made a lot of progress. But we need to keep fighting for reforms that make New Mexico a better place to do business. We have the people, skills, talents, and resources to make this vision a reality.

Sincerely,

A handwritten signature in black ink that reads "Martinez". The signature is written in a cursive, flowing style.

Susana Martinez
Governor of New Mexico



Message from Economic Development Cabinet Secretary Matthew B. Geisel

Fellow New Mexicans:

I am humbled and honored to have the opportunity to lead Governor Martinez's economic development team. I'm looking forward to continuing efforts to diversify New Mexico's economy. By building on our business-friendly environment through balanced and responsible regulations, lower taxes, and targeted incentives, we will be able to continue creating more quality jobs for New Mexicans.

I will continue to build on the successes of the Governor and my predecessor in letting the world know - New Mexico is open for business.

Sincerely,

A handwritten signature in blue ink, appearing to read "Matt B Geisel".

Matthew B. Geisel
Cabinet Secretary Designate

New Mexico Economic Development Department						
Performance Measures and Targets	FY16					
Division & Measure	1st Quarter Results	2nd Quarter Results	3rd Quarter Results	4th Quarter Results	YTD Results	
Office of the Secretary						
Total number of jobs created due to economic development department efforts	4,500	1,346	126	1,980	4,140	
Number of rural jobs created	1,750	83	24	245	641	
Number of job filled due to economic development department efforts	1,650	X	X	X	X	
Number of business advocacy cases opened	100	33	21	1	4	
Number of business advocacy cases solved	65	32	24	3	63	
Administrative Services Division						
Percentage of previous years' audit findings resolved in one year	100%	Annual				
New Mexico Economic Development Partnership						
Number of jobs created through business relocations and competitive expansions facilitated by the Economic Development Partnership	2,000	130	82	4	1,363	
Total capital investment of recruited companies that supports jobs created by the NM Partnership	\$80M					
Average annual cost per Economic Development Partnership job announced	\$620	Annual				
Economic Development Division						
Total number of business expansions assisted by the Economic Development Department	65	20	20	20	80	
MainStreet						
Dollars of private sector investment in MainStreet districts (in millions)	\$10	\$569,700	\$2,046,925	\$17,992,016	\$1,509,049	
Number of building rehabilitations completed in MainStreet Districts	160	23	40	140	248	
Finance Development Team						
Number of private sector dollars leveraged by each dollar through the Local Economic Development Act	5 to 1	18.8 to 1	25.49 to 1	3.85 to 1	7.8 to 1	
Number of jobs created through use of Local Economic Development Act funds	1,500	391	450	14	1571	
Number of businesses provided technical assistance resulting in a funding package and job creation	7	2	0	0	1	
Community, Business, and Rural Development Team						
Number of business development projects resulting in a positive outcome such as job creation or retention, new investment, business financing, or increased revenue	15	5	2	4	3	
Number of funded economic development projects resulting in job growth, new investment, or increased revenue	8	0	1	4	2	
Job Training Incentive Program						
Number of workers trained by the job training incentive program (JTIP)	1,400	627	742	364	2,238	
Number of businesses participating in JTIP	50	22	20	20	60	
Average hourly wage of jobs funded by JTIP	\$20	\$16.06	\$18.56	\$18.39	\$19.23	
Percent of employees whose wages were subsidized by the JTIP still employed in New Mexico after one year	75%	Annual				
Film Office						
Number of film and media worker days	190,000	82,764	19,597	48,982	260,307	
Number of films and media projects principally made in New Mexico	61	20	12	7	63	
Direct spending by film industry productions in millions	\$200	\$142.5	\$26.90	\$67.70	\$150.10	
Number of major film productions over one million dollars (\$1,000,000) made in New Mexico	19	7	1	10	30	
Key measures in blue bold face						

OFFICE OF THE SECRETARY

Introduction:

The New Mexico Economic Development Department (NMEDD) Annual Report informs our constituents, legislators and the Executive as to how and where NMEDD resources are allocated to accomplish our statutory directive to create new jobs. It is intended to provide transparency, accountability and flexibility.

Vision for New Mexico:

All New Mexicans are afforded economic opportunities.

Mission:

Enhance and leverage a competitive environment to create jobs, develop the tax base and provide incentives for business development

Business Recruitment and Expansion Highlights

New Mexico welcomed hundreds of new jobs in the second half of FY16, including the state's single largest job creation project since 2009. **Safelite AutoGlass**, the world's largest vehicle glass repair and replacement company, announced the addition of **900 new** insurance claims processing and support jobs in Rio Rancho; **Santa Fe Spirits (LEDA)** announced expansion of its distillery, adding **14 jobs** to its workforce; **Fidelity Investments (JTIP)** announced the addition of **250 jobs** to its Albuquerque workforce; **Wildflower International (LEDA)**, the largest woman-owned business in New Mexico, located in Santa Fe, announced an expansion resulting in **81 new jobs**; **FedEx Ground** and **Valley Cold Storage** received LEDA funds to support the construction of their new 215,000 square-foot logistics facility and 400,000 square foot facility, respectively; and **PCM (LEDA)**, a leading California IT company, announced its expansion to New Mexico creating **224 jobs** in Rio Rancho.

The first half of FY16 saw a healthy mixture of new jobs in rural and urban New Mexico. Jal welcomed **20 high-wage jobs** with **CIG (LEDA)** announcing the construction of a state-of-the-art transloading facility; **Little Toad Creek (LEDA)** announced an expansion adding **11 new jobs** in Silver City; **Southwest Cheese (LEDA)** added **50 new high-paying jobs** in Clovis through an expansion; **Skorpions (LEDA)** began expansion adding **300 new high-paying, high-tech jobs** in Albuquerque; **New Mexico Greenhouse Holdings (LEDA)** announced the addition of

82 new jobs in Las Cruces; **Rich Glo (LEDA)** added **15 jobs** in Roswell; **Rural Sourcing, Inc. (LEDA)** added **125 new well-paying, high-tech jobs** in Albuquerque; **Ready Roast Nut Company (LEDA)** starting production, adding **200 new jobs** in Portales; **CyraCom (JTIP)**, an established company in Las Cruces providing translation services, added **100 new jobs**; **Sitel (JTIP)** added **100 new jobs** at its Las Cruces location; **Solaro Energy (LEDA, JTIP)** expanded its facility and announced the addition of **25 new solar manufacturing jobs** in Socorro; and, **Ol' Gringo (LEDA)** added **10 food processing jobs** in Las Cruces .

New Mexico Economic Development Corporation (New Mexico Partnership)

The New Mexico Partnership assisted with 10 locates and 1,579 jobs in FY16. The Partnership markets New Mexico as a prime location for doing business to companies and site selection consultants across the country and around the world. The Partnership's sales and marketing activities generated 75 "Potential Recruitment Opportunities" (PRO) and 27 site visits to the state.

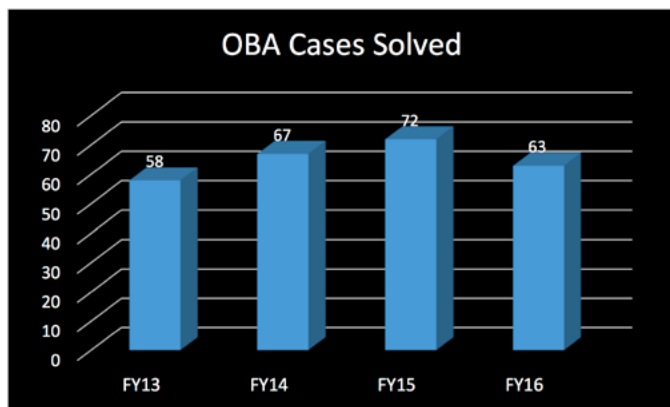
Company	Location	# of Jobs
Associated Energy Services	Eunice	5
Rural Sourcing, Inc.	Albuquerque	125
New Mexico Greenhouse Holdings	Las Cruces	82
W Silver Recycling Rail Spur	Santa Teresa	4
Federal Express Ground	Santa Teresa	200
PCM Sales	Rio Rancho	224
Valley Cold Storage	Santa Teresa	14
The Art of Chocolate, LLC	Santa Fe	5
TPI	Santa Teresa	20
Safelite AutoGlass	Rio Rancho	900



Office of Business Advocacy (OBA)

The Office of Business Advocacy, was established as an initiative of Gov. Martinez and Secretary Barela to enable business owners to break through regulatory roadblocks and red tape. It helps to navigate state government by providing assistance with permitting, licenses, inspections, among other issues. It also resolves challenging bureaucratic, intergovernmental, and public policy problems adversely affecting business in New Mexico. The goal is to help businesses who would not otherwise be able to hire an attorney, accountant, or lobbyist to resolve their issues.

Midway through FY16 OBA lost its dedicated FTE. The department has no funding to fill this position so the Office remains without someone to market the program to the business community. This has resulted in a drastic reduction in new cases. The website for OBA remains and EDD continues to handle new cases as they are received. In FY16 OBA opened 59 cases and resolved 63.



New Mexico Business Incubation Program

Our seven certified business incubators reported the following for FY16:

Incubator Facility	# Clients Served	Clients Graduated	Total Jobs	Estimated Revenue Generated by Clients
Arrowhead Technology Incubator at NMSU	25	13	28	\$1,123,043
South Valley Economic Development Center	44	*	115	\$1,469,371
Navajo Technical Innovation Center	8	**	20	\$30,460
San Juan College Enterprise Center	15		31	\$1.3 million
Santa Fe Business Incubator	22		155	\$11,370,532
Taos County Economic Development Center	63	*	115	\$1,721,102
WESST Enterprise Center	11		120	\$11,622,521

*Commercial kitchens do not necessarily graduate their kitchen users. **Navajo Tech opened in October 2015.



Rural Commercial Kitchen Initiative

The second annual Kitchen Summit was held in April at the South Valley Economic Development Center. Fourteen community or kitchen representatives attended the two-day event.

Five kitchens were supported with grants in FY16. Two of the kitchens, the Taos Food Center and South Valley, served as mentors to communities considering a kitchen facility and new rural kitchens just getting started. These two kitchens received \$15,500 each for operating their facilities and training or mentoring others. The new startup kitchens are in Espanola, Ribera and El Morro and they received \$13,000 each. In addition, South Valley is working with Las Cruces, Santa Fe and downtown Albuquerque on potential kitchen projects.

ECONOMIC DEVELOPMENT DIVISION

The mission of the Economic Development Division is to assist local communities and businesses in retaining and creating better jobs, resulting in thriving communities and an exemplary quality of life for all New Mexicans. Economic development is accomplished through business recruitment, expansions and start-ups.

New Mexico MainStreet Program (NMMS)

Utilizing the National Main Street Center's proven revitalization strategies, the MainStreet Four Point Approach®, the program is part of an economic development network of more than 43 states and 2,000 communities across the country. MainStreet's priority is always to build the capacity of its local partners to create an environment to attract new business and entrepreneurs.

Quarter	Net New Businesses	#of Private Building Rehabs	Private Reinvestment	Net New Jobs
1	36	23	\$569,700	216
2	20	40	\$2,046,925	6
3	38	140	\$17,992,016	179
4	48	45	\$1,509,149	151
Totals	142	248	\$22,117,690	552

MainStreet received \$500,000 in capital outlay in FY16 for economic revitalization projects and it was shared by seven communities.

- **Clovis**, Historic Railroad Park
- **Grants**, Rio San Jose Riverwalk Legacy Trail
- **Los Alamos**, Street Improvements on Central Avenue
- **Truth or Consequences**, Healing Waters Plaza
- **Tucumcari**, Historic Railroad District

NMMS technical assistance is delivered through a number of programs including the Frontier Communities Initiative, Arts and Cultural Districts, and the Historic Theaters Initiative.



Frontier Communities Initiative

In FY16 the Frontier Communities Initiative served seven rural villages:

Eagle Nest - Event Development. The project included planning, designing, and developing signature events to be hosted at the newly constructed "Enchanted Eagle Park" in the heart of Eagle Nest. The park has been a primary economic development project for the village over the last five years and includes new sidewalks, parking spaces, landscaping, and a pavilion. The development of signature events could help extend the tourism season by two months and stimulate additional economic growth and employment opportunities.

Mountainair - Placemaking/Design. Mountainair received landscape design and placemaking assistance to convert an empty lot adjacent to the Salinas Missions Visitor Center into a town square/park that will connect the Historic Shaffer Hotel and Salinas Missions Visitor Center to the existing commercial

district. The landscape design project is the first step in a larger project to reconnect a fragmented commercial area into a cohesive and walkable space that takes advantage of the Salinas Missions Center, which draws thousands of visitors to the area each year.

Santa Clara - Façade Improvement Program. The project created façade designs for historic buildings along Bayard Street, the main commercial corridor for the Village of Santa Clara. Buildings identified for façade work are part of Santa Clara's "Historic Walking Tour" and were once vital economic drivers for the community. Business owners and local stakeholders will use the designs and training assistance to begin reviving the historic storefronts and spur additional property investment.

Santa Rosa-Adaptive Reuse/Business Plan. The project focused on the adaptive reuse of the Ilfeld-Johnson Warehouse, a two-level 9,000-square-foot stone structure built in 1901 as a wool warehouse for the railroad. Preliminary ideas include indoor market stalls, business incubator spaces, art galleries, outdoor market, and a brewpub. The project is part of Santa Rosa's Visioning Plan to enhance existing amenities while fostering new growth and economic development.

Springer - Placemaking and Revitalization Plan. NMMS assisted the Town of Springer with the development of a viable downtown revitalization plan and potential façade improvements to help bring local businesses, stakeholders, and municipal partners together to regenerate the downtown business district.

Tularosa - Image & Branding Development. As a participating Frontier Community in FY2015, the Village of Tularosa was able to leverage technical assistance around streetscape revitalization and building renovation from New Mexico MainStreet to receive \$576,389 from NMDOT to repair and renovate the sidewalks and streetscapes of three blocks of Historic Granado Street. The current project capitalizes on these upcoming capital improvements through the development of a marketing, branding, and event design strategy to help foster economic activity throughout the entire village.

Villanueva - Entrepreneur Development. The Village of Villanueva is part of an agricultural valley stretching 12 miles along the Pecos River. The project revolves around youth and community engagement.

Arts and Cultural Districts

The Arts & Cultural Districts program was established by the Legislature in 2007 as a comprehensive economic development strategy designed to capitalize on the expanding "creative economy." The Arts & Cultural Districts Program promotes the exceptional art and history of New Mexico while assisting communities in developing their cultural and artistic resources to create dynamic and economically vibrant districts. It is a joint effort of three state agencies: EDD, Tourism and Cultural Affairs.

Despite having never received dedicated funding, there are currently eight active Districts: Artesia, DowntownABQ, Gallup, Las Vegas, Los Alamos, Mora, Raton, and Silver City.



Historic Theaters Initiative

Nearly every town of any size has at least one theater in its downtown core. In small, rural communities these theaters often struggle to remain economically viable. The MainStreet program recognizes the importance of these theaters both architecturally and as a destination that draws residents back to the downtown commercial district, thereby supporting restaurants and other retail businesses.

The Historic Theaters Initiative provides capital outlay funding to restore the theater buildings and upgrade old technologies to today's digital format so that they can show the latest film releases.

Two theaters received funding in FY16, the Flickinger in Alamogordo and the Odeon in Tatum. This brings the total number of restored theaters to eight. Previously restored theaters are the Shuler in Raton; the Luna in Clayton; the El Morro in Gallup; Silco in Silver City; the Lea Theater in Lovington; and the Lyceum in Clovis.



Finance Development Team (FDT)

The Finance Development Team introduces companies to tax incentives, job training reimbursements and financial assistance programs. A customized analysis of the incentives and state programs can be provided to a business which is considering expansion, relocation or getting started in New Mexico. The FDT aids with financial packaging, accessing capital, review and interpretation of company financial statements, and in-depth financial analysis consultations concerning all aspects of doing business.

Local Economic Development Act (LEDA)

Twenty-three LEDA projects closed in FY16, totaling \$15.2 million. This amount was leveraged against total private investment in these projects of \$256.8 million, for a final ratio of 16.8 to 1. Eleven of these projects are in rural communities: Alamogordo, Clovis, Corrales, Jal, Portales, Roswell, Pena Blanca, Santa Teresa (2), Silver City, Socorro, and Tatum.

Quarter	# of Projects	# of Jobs	Total LEDA Investment	Total Private Investment	Leveraged Ratio
1	6	391	\$2,225,000	\$41,842,000	18.8
2	7	450	\$6,368,436	\$164,600,920	25.49
3	1	14	\$325,000	\$1,250,000	3.85
4	9	1,571	\$6,290,000	\$49,133,000	7.8
Totals	23	2,426	\$15,208,436	\$256,825,920	16.8

Technical Assistance

One objective of the Finance Team is to bring together financing tools including debt and equity financing, cash incentives and tax credits to support economic development activities that improves and support employment opportunities in New Mexico.

The Finance Development Team provided technical assistance to three companies resulting in new funding for both:

1. Taos Mesa Brewing: FDT worked with the company over the previous year to improve and focus its financial position. FDT worked with the private equity firm Luna Capital to secure bridge financing that ultimately resulted in a commercial loan from a Delaware bank.

2. Gallup Pipeline & Compliance Services, LLC: FDT staff worked with the New Mexico Finance Authority (NMFA) through the Collateral Support Program to

assist the company with a bank participation loan through Pinnacle Bank & NMFA.

3. Carnivores Meat Processing, Chama: Owner is a multi-generational butcher, he wants to carry on the tradition and start his own meat processing shop to cater to the hunters of Northern New Mexico. He is purchasing a building compound and equipment to start the business. He has over 15 years' experience in the meat-processing industry.



LEDA 1st Quarter FY16 Performance Report									
Company	Location	Use of Funds To-Date	LEDA Investment	Private Investment To-Date	Private Investment Announced	Jobs Created To-Date	# of Jobs Announced	Leverage	Security or Clawback Provisions
Solaro Energy	Socorro	Building	\$250,000	\$1,200,000.00	\$5,000,000	13	25	20	Mortgage Interest
Rural Sourcing Inc.	Albuquerque	Building	\$250,000	\$0.00	\$1,700,000	0	125	7	TBD
Ready Roast	Portales	Building	\$1,500,000	\$6,000,000.00	\$16,500,000	3	200	11	TBD/LOC
OI Gringo Chile Co.	Las Cruces	Building	\$25,000	\$10,000.00	\$130,000	5	10	16	TBD
CIG Logistics	Jal	Rail spur	\$100,000	\$15,000,000.00	\$18,000,000	15	20	150	CD in Escrow
Little Toad Creek Brewery & Distillery	Silver City	Building	\$100,000	\$50,000.00	\$512,000	26	11	4	TBD/UCC
			\$2,225,000	\$22,260,000.00	\$41,842,000	62	391	18.8	
2nd Quarter FY16									
Rich Glo Skorprios Technologies	Roswell	Building	\$75,000	\$0	\$835,000	3	11	11.13	Security Agreement
Flickinger Theater	Albuquerque	Building	\$5,500,000	\$1,500,000	\$16,650,000	51	300	3.03	Mortgage Security
NM Greenhouse Holdings	Alamogordo	Digital	\$113,436	\$460,000	\$460,000	0	2	4.06	TBD
Odeon Theater	Las Cruces	Building	\$250,000	\$2,500,000	\$6,000,000	0	82	24	Mortgage Security
Southwest Cheese	Tucumcari	Digital	\$50,000	\$0	\$220,920	0	1	4.42	Letter of Credit
W. Silver	Clovis	Building	\$350,000	\$0	\$140,000,000	380	50	400	TBD
	Santa Teresa	Rail spur	\$30,000	\$0	\$435,000	8	4	14.5	Letter of Credit
			\$6,368,436	\$4,460,000	\$164,600,920	442	450	25.49	
3rd Quarter FY16									
Santa Fe Spirits	Santa Fe	Construction	\$325,000	\$925,000	\$1,250,000	9	14	2.85	Mortgage Security
4th Quarter FY16									
Valley Cold Storage	Las Cruces	Construction	\$140,000	\$15,710,000	\$15,850,000	2	14	113.21	Letter of Credit
Interfaith Leap	Pena Blanca	Construction	\$150,000	\$58,000	\$208,000	0	6	1.39	Mortgage Security
PCM Sales	Rio Rancho	Lease Payments	\$700,000	\$1,200,000	\$1,900,000	TBD	224	2.71	Surety Bond
Ideum	Corrales	Construction	\$75,000	\$3,000,000	\$3,075,000	38	6	41	Letter of Credit
Wildflower	Santa Fe	Infrastructure	\$75,000	\$225,000	\$300,000	90	81	4	Letter of Credit
Pecan Brewing & Spirits	Las Cruces	Construction	\$200,000	\$1,900,000	\$2,100,000	TBD	40	10.5	Mortgage Security
Border Industrial Association (FedX)	Santa Teresa	Construction, infrastructure	\$1,800,000	\$5,200,000	\$7,000,000	TBD	200	3.89	Mortgage Security & Land
Mako Medical	Albuquerque	Lease Payments	\$150,000	\$8,850,000	\$9,000,000	0	100	60	Letter of Credit
Safelite Autoglass	Rio Rancho	Lease Payments	\$3,000,000	\$6,700,000	\$9,700,000	0	900	3.23	TBD
			\$6,290,000	\$42,843,000	\$49,133,000	130	1,571		
Total YTD FY16			\$15,208,436	\$70,488,000	\$256,825,920	643	2,426	16.8	

Job Training Incentive Program (JTIP)

JTIP received \$7.5 million in funding for FY16 and allocated \$13.4 million (including \$4 million of the FY17 appropriation) to 60 companies, leaving a balance of \$2 million at the end of the fiscal year. If not for the emergency language attached to the FY17 Special Appropriation, JTIP would not have been able to assist companies creating new jobs between March and June 2016.

JTIP continues to target rural companies and was able to assist eight businesses in rural areas including Alamogordo, Deming, Portales, Sapello, Socorro and Taos. With the assistance of JTIP funding those companies created 119 new jobs and trained two interns at an average hourly wage of \$12.57.



Quarter	# of Trainees	Average Wage	# of Companies	# of Rural Companies	Total Obligations
1	627	\$16.06	22	6	\$2,259,406
2	742	\$18.56	21	3	\$5,111,309
3	364	\$18.39	22	2	\$2,090,709
4	505	\$19.23	23	2	\$4,020,134
FY16 Totals	2,238	\$18.04	60	8	\$13,481,558

Companies Served in FY16

3D Glass Solutions	Addmi, Inc.	Affordable Solar Installation
Aviata	Canon ITS	Caveman Coffee Co.
Chaves-Grieves Consulting	Comcast	Compass Components
CPFD Software, LLC	CSI Aviation	Cyacom International
Descartes Labs	DroneU	Emerging Technology Ventures
Energy Concepts Corporation	Fidelity Employer Services	Fiore Industries
Flagship Food Group	Framo Morat	Ideum
Improve Group	IntelliCyt Corporation	Jaguar Precision Machine
The Kentah Group	Lavu	Mindshare Studios
MrOwl.com, Inc.	National American University	Neptune Aviation
New Mexico Consortium	NM Food Distributors	Nuvita, LLC
Optomec, Inc.	PCM Sales	Private Label Select
PureColor, Inc.	Ready Roast	Rio Bravo Brewing Co.
RiskSense, Inc.	Rural Sourcing, Inc.	Ryan, LLC
S & P Data	Santa Fe Brewing	Sigma Labs
Sitel Operating Corporation	Skorpios Technologies	Solaro Energy
Taos Herb Company	TriLumina Corporation	UbiQD, LLC
Unity BPO, Inc.	Vibrant Corporation	Vibrantcy, LLC
Vitality Works	Whoo's Donuts	Wildflower International
Wood Design	Y Fab, LLC	Zing Solar, LLC

Community, Business and Rural Development Team (CBRDT)

The mission of the team, commonly known as “regional representatives or reps” is to assist communities build their capacity for development by: training local leadership, engaging diverse community stakeholders in the process of planning and implementing change in their regions, and helping them identify strategic opportunities to advance the region’s goals for economic growth.

There were 14 successful business development projects completed in FY16.

Region 2

Plectone is a manufacturer of guitar picks located in Albuquerque. The company was seeking international exposure and new markets. Our regional representative explained the services provided by EDD’s Office of International Trade. Plectone received new orders from companies in Israel and Mexico in August resulting in increased revenue.

Taos Herb Company manufactures herbal products and was looking for programs to facilitate business growth. Our regional representative introduced the company to the Job Training Incentive Program and New Mexico tax credits they may be able to take advantage of. This resulted in the company receiving JTIP assistance at the August meeting and the creation of two new jobs.

Region 4

Old Wood, Las Vegas, is a manufacturer of wood flooring. Our regional representative organized meetings with USDA Rural Development which resulted in the company receiving a \$300,000 Value Added Producers Grant. Old Wood invested in new equipment that will add a product line for the company, resulting in new sales through Walmart.

Energy Concepts Corporation, located in Sapello, installs solar systems and was seeking assistance to expand its workforce. Our regional representative introduced the company to JTIP resulting in funding for three new positions.

Denny’s Restaurant, Las Vegas, chose the city for a new location after the regional representative contacted the corporate headquarters. Land has been secured and the new building will be funded by Denny’s Corporation.

Doss Aviation, Raton, chose Raton as a result of the regional representative working with the New Mexico National Guard to transfer a vacant armory to the City of Raton which the city used to recruit the company. Doss will train Department of Defense student pilots and plans to hire five new training pilot instructors. This will result in the expansion into international student markets. The regional representative is continuing to work with Doss Aviation on short term student housing to accommodate up to 20 student pilots through local partners including the City of Raton and Grow Raton.



Tucumcari Biofuels Corporation is a start-up which will convert the former ethanol plant into a grain storage and methane gas production facility. Our regional representative assisted with getting the investors in touch with the owners of the former ethanol plant to identify potential grain storage users. Funding has been secured through a \$70,000 purchase agreement with Los Alamos Bank. A Phase One environmental assessment has been completed. Arrowhead Center completed a feasibility study and owns 2 percent of the company.

Medicus Billing and Consulting, Inc., Las Vegas, expanded to the city to increase New Mexico medical billing of physician practices. They will hire up to 15 employees at an average hourly wage of \$14.00. The company has purchased a building and anticipates utilizing JTIP.

Mora Woodworking was assisted in developing a business plan and received direction for a patent and prototype design. As a result of this assistance the company has been able to secure \$93,500 in funding including a \$30,000 Venture Accelerator Award.

Region 5

Ready Roast purchased the peanut processing plant in Portales and needed assistance with permitting, incentives and employee training. Our regional representative connected the company to OBA and all issues regarding an air quality permit were satisfactorily resolved. He also introduced the company to JTIP and they were approved for 30 new positions in September. Governor Martinez announced a LEDA commitment of \$1.5 million on September 21st.

RichGlo, Roswell, is a jewelry cleaner manufacturer that has been in business for 20 years and has acquired property for a new manufacturing facility. Our regional representative assisted the company in developing the plant layout, pro forma and business plan for a successful LEDA application.

Region 6

Samson Equipment is an equipment manufacturer in the City of Las Cruces. The city has a Wage Plus program that augments JTIP funding and the Team member assisted City staff in developing a process for making payment to a business and helped the company by collecting the JTIP documentation they needed to submit an application. Once the application was submitted the rep worked with the City's economic development office to complete the process. Samson Equipment was awarded \$1,500.00 to offset costs associated with creation of the new Plant Manager position.

Silicon Mesa, a software development company, has been operating from the Arrowhead Center at NMSU for over a year but was not aware of the Rural Software Development GRT deduction. Our regional representative provided the company with information about the deduction and how to claim it. Silicon Mesa was able to deduct revenue from software development from their taxes for prior periods and moving forward



which will help the startup company to be more profitable and competitive.

Valley Cold Storage is a produce storage and distribution facility in Santa Teresa. The company is expanding by constructing a second facility in Dona Ana County. They were awarded LEDA based on job creation but also needed an Industrial Revenue Bond (IRB) as part of their financing plan. The county was unable to induce the IRB but our regional representative was able to work with the leadership in City of Anthony which agreed to assist with the project. Our regional representative provided City staff and elected officials with information about IRBs and assisted the City and the businesses through the process including explaining the incentive and benefits at each public hearing and working with City staff to set up accounting process. Valley Cold Storage has been approved for tax incentives for up to \$40,000,000 in investment through the IRB.

Seven economic development projects were completed in FY16:

Sandoval County Innovation Center was funded in part by a \$15,000 NMEDD LEADS grant. The Center is now fully operational with 8 interns actively engaged in entrepreneurial projects. The Center encourages high school and college-aged students to participate in entrepreneurial activities such as designing web pages, creating phone apps and computer programs that can be utilized by local business and other businesses worldwide. The concept has been embraced by Intel who has provided free space to house the center. The regional representative helped with the initial application and has been involved in the planning throughout the various stages of the project. The Center has already created a web design business, has successfully created apps which are being utilized by local businesses and are working on more. **Outcome: New business, revenue and jobs.**

Guadalupe County purchased the Pecos Theater in January 2016 for \$55,000. The regional representative assisted the business owner and Guadalupe County in facilitating the first site visit and further discussions that ultimately led to this new



theater investment. The theater and a new barber shop

are creating an entrepreneurial anchor in the heart of downtown.

The regional representative also drafted and presented the proposed **LEDA Outcome: New capital investment.**

Anton Chico Land Grant Economic Development Incubator Mainstreet Frontier Project was selected and has received \$75,000 in grants and services. The Regional Representative assisted the board in registering the corporation. In addition he assisted with the management strategy with the Land Grant Board, which is the landlord. The Singleton Ranch provided the matching funds, which was the largest match received to-date. The regional representative shared presentations at a town hall event and organized a business resource fair for potential commercial kitchen and rental tenants. The incubator is currently advertising to hire a manager and the Incubator intends to be fully operational by next quarter. **Outcome: New jobs, businesses and revenue.**

Greater Springer Economic Development Corporation has purchased the Sapp-designed commercial building for \$15,000. The Economic Development Corporation plans to make the property suitable for resale to a commercial business that will serve the drive through traffic from Texas, thus increasing revenue for the village. This project was

included in the FY16 Frontier Program and will be rehabilitated to house retail growth. This building was included in the Springer Economic Development Plan that the regional representative collaboratively drafted and assisted the Greater Springer EDC and the Village of Springer adopt through public meetings. **Outcome: New capital investment.**

Harding County Assisted Living Facility received funding through the federal Affordable Housing Act to purchase a building for renovation as a result of help from the regional representative. The facility is complete and advertising for a manager has been posted. **Outcome: New capital investment.**

El Morro Valley Cooperative & Commercial Kitchen received a \$13,000 grant from NMEDD to support business workshops and trainings, as well as assist in paying for a kitchen manager. **Outcome: New jobs and revenue.**

Los Pueblos Kitchen in Ribera also received a kitchen grant of \$13,000 thanks to the work of the regional representative in completing an application and creating a menu of assistance for kitchen businesses. **Outcome: New jobs and revenue.**

Local Economic Assistance & Development Support Program (LEADS)

Two years ago EDD transitioned the Certified Communities Initiative in order to support specific projects that have a direct, immediate impact on the

community or region. \$165,200 was distributed to 14 rural communities through a competitive application process.

Office of International Trade (OIT)

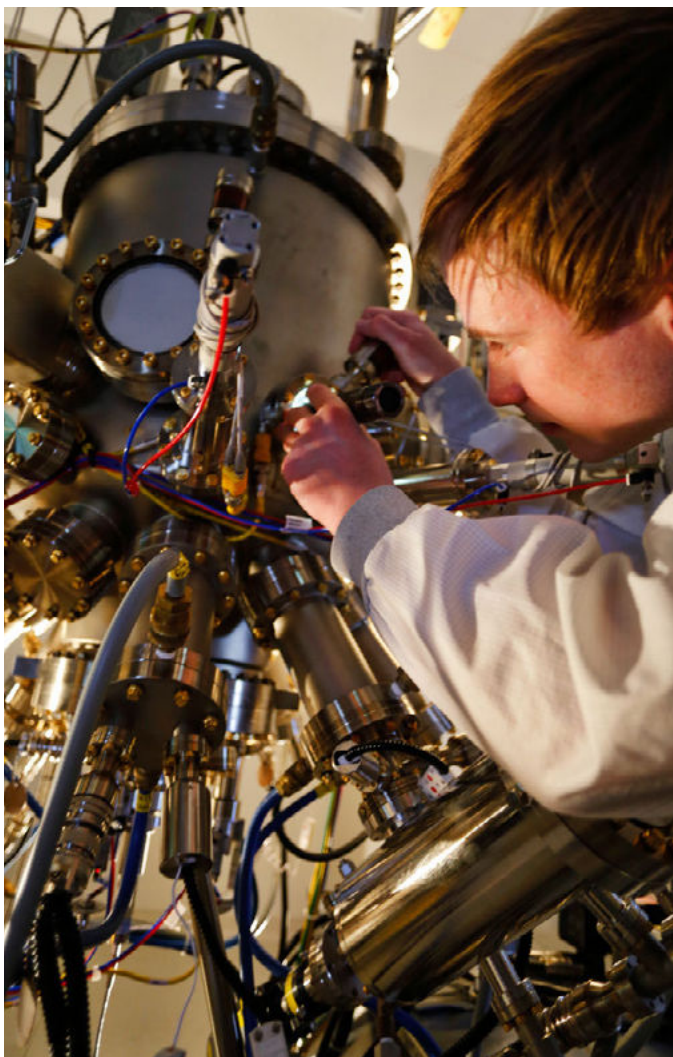
The NM Economic Development Department, Office of International Trade was awarded a State Trade Export Promotion Grant by the U.S. Small Business Administration for the third consecutive year since the inception of the program. The funding is to assist NM companies by paying for booth space at major international trade shows and Gold Key Service matchmaking programs administered by the U.S. Department of Commerce through its network of overseas trade offices. The SBA award for the current fiscal year was in the amount of \$193,700 and has assisted over 40 New Mexico companies to market their products abroad.

New Mexico exports to Mexico increased for a fourth consecutive year to a record \$1.7 billion accounting for roughly 40% of total NM overseas exports of \$3.8 billion. The most recently available statistics show that NM has registered a four-fold increase in exports to Mexico since 2011. Improvements in infrastructure and border facilities in Santa Teresa-San Jeronimo has greatly facilitated the movement of goods and channeled exports through the port. Planned infrastructure improvements promise to further stimulate exports of NM goods and services to Mexico.

Clovis Industrial Development Corporation	\$15,000
Greater Gallup Economic Development	\$15,000
GrowRaton	\$15,000
Las Vegas San Miguel County Economic Development Corporation	\$15,000
Los Alamos Commerce & Development	\$10,000
Village of Los Lunas	\$10,000
Lovington Economic Development Corporation	\$15,000
Mesilla Valley Economic Development Alliance (Santa Teresa)	\$6,000
Mora Valley Economic Development Corp	\$10,000
Otero County Economic Development Council	\$15,000
Sandoval County Business Development Division	\$15,000
Southern Luna County Economic & Community Development Corporation	\$5,000
Greater Springer Area EDC	\$1,200
Union County Community Development	\$14,000

Exports of non-traditional NM goods was facilitated by companies participating in the Shot Show in Las Vegas, Nevada and the IWA Outdoor Show in Nuremberg, Germany. New Mexico companies were able to participate and showcase their unique outdoor products with assistance under the New Mexico SBA STEP Grant program.

A record number of six NM technology companies participated in the Hannover Messe event in Hannover, Germany in April 2016 to display their innovative range of products to one of the largest high technology venues in the world. Hannover Messe yearly attracts over 100,000 industry visitors looking to find distribution partners and purveyors of high technology products and services.



Office of Science and Technology (OST)

In FY16 OST enjoyed three major successes, launching the Catalyst Fund, winning a DOD grant, and funding six technology collaborations through the Technology Research Collaborative.

Catalyst Fund

The Office of Science & Technology was instrumental in reallocating the US Treasury State Small Business Credit Initiative's \$5 million in funding to establish the New Mexico Catalyst Fund, which will then leverage an additional \$20 million in matching funds additional seed capital. The Fund provides seed and early stage capital to New Mexico's technology startups. The fund consists of \$20 million that will be matched by private investment. In the total the fund may potentially exceed \$40 million. The Catalyst Fund fills a much needed funding gap in the state and strengthens New Mexico's entrepreneurial ecosystem.

Department of Defense (DOD) Grant

OST won and implemented a \$1.6 million grant to assist communities, business, and workers that may be affected by reductions in Department of Defense spending. Assistance for at risk DOD suppliers will include workforce training and certification, marketing and sales consultation, new market opportunities, and technology maturation. As part of this effort, a permanent New Mexico-focused web portal will be established to serve as the critical conduit for sharing information, leveraging in-state assets, and strategic partnering during the study term and into the future. This grant decreases reliance on federal spending for New Mexico's defense contractors and diversifies and strengthens New Mexico's economy.

Technology Research Collaborative (TRC)

The TRC is operational, and has funded six collaborations (with the \$300,000 FY16 appropriation) involving a university, federal laboratory and businesses, leveraging \$1.6 million in private funds. Specifically, the TRC funding will assist three photonics technologies out of the UNM Center for High Tech Materials and Engineering; two bioscience technologies, including one sensor technology project with UNM Health Sciences Center and one bio-agriculture technology with NMSU; and one oil/water technology from New Mexico Tech which will boost the capability for

produced water purification. On March 14th Governor Susanna Martinez announced the award:

- The University of New Mexico will collaborate with Sandia National Laboratories and Dynamic Photonics through a \$60,000 award to develop a significantly cheaper way to produce optical receivers which are used in laser-based fiber optic communications.
- With a \$62,000 award, UNM will collaborate with the Air Force Research Laboratory, and others.
- With \$40,000, UNM will collaborate with the Center for Integrated Nanotechnologies and OptiPulse, Inc. to commercialize new approaches to growing and expanding wireless broadband.
- Through a \$50,000 award, UNM will work with Pressure Analysis Corporation and Albuquerque's Duke City Gladiators to develop football helmets designed to lower the risk of head injuries.
- With \$50,000, New Mexico State University will collaborate with NMX Organic Pesticides
- New Mexico Tech and Los Alamos National Laboratory will use a \$38,000 award to develop arsenic removal technology to purify water used in the oil and gas industry.

NEW MEXICO FILM OFFICE

The Film Office continues its focus on three main initiatives:

- (1) Recruitment: Emerging Media & Production;
- (2) Workforce Development; and
- (3) Statewide Outreach.

Recruitment:

The film office's primary purpose is to market the state to the film & television and emerging media industries, service the recruited productions and companies, and promote job and business opportunities for New Mexico residents. This includes consulting with production and emerging media companies regarding the financial

aspects of their projects, and guiding them through the incentives such as the Refundable Film Production Tax Credit. The NMFO also provides direction to companies regarding potential locations on which to film, as well as connecting the productions with the crew, vendor services and film liaisons throughout the state. The office also continues to work towards taking the lead in Emerging Media entrepreneurial opportunities in-state.

Measure	Q1	Q2	Q3	Q4	FY16 TOTAL
Direct Spend into NM Economy	\$142.5 M	\$26.9 M	\$67.7 M	\$150.1 M	\$387.2 M
Total number of New Projects in Principal Photography	20	12	7	24	63
Number of Projects over \$1M (total budget) in Production	7	1	10	12	30
Worker Days (crew size x days employed)	82,764	19,597	48,982	108,964	260,307

Highlights:

- The NMFO currently has six (6) features and six (6) television series in production at the end of Q4 2016: Films: *Granite Mountain*, *Hostiles*, *An Ideal Home*, *Logan*, *Cowboy Drifter* and *I am That*. TV series: *Midnight*, *Texas* (NBC pilot), *Longmire Season 5* (Netflix), *Preacher Season 1* (AMC), *From Dusk Till Dawn Season 3* (El Rey/Netflix), *The Night Shift Season 3* (NBC) and *Godless Season 1* (Netflix).



- The NMFO also anticipates Q1 FY17 to include the continuation of production of three (3) major studio features (over \$100+ M), many potential mid-range independent features (\$1-\$20M per) as well as a NBC mini-series and the return of the critically acclaimed *Better Call Saul Season 3* this July.

- *Midnight, Texas* was greenlit by NBC for a ten (10) episode series order to begin shooting this fall.

- The Film Office announced a strategic partnership with Panda iMedia, one of China's top online media holding companies which specializes in the production of digital content and online promotion for China's top 500 enterprises. A cross cultural training event with over 35 of China's top members took place in June.

- NMFO is currently working on systems updates (websites, forms, workflow streamlining and standardizing protocol) for the refundable film production tax credit processes.

Workforce Development

The Job Training Incentive Program for Film & Multimedia (JTIP) provides multiple ways for residents to advance in this industry and to keep talent in-state. The program continues to evolve and expand to meet industry needs. The Film Crew Advancement Program (FCAP) is the office's priority program in training as it provides job opportunities with a production where crew diversifies their skill sets increasing continual employment in the industry. As an additional incentive to the film tax credit, productions that hire qualifying, local crew are reimbursed fifty percent of a qualifying resident's wages for up to 1040 hours.

- 1st Quarter: Eight (8) companies qualified for FCAP with eighty-four (84) resident participants. In addition to JTIP, approximately twenty-five (25) residents participated in on-set lectures, conducted during production as part of a "give-back" program for participation in the Refundable Film Production Tax Credit.

- 2nd Quarter: Two (2) companies qualified for FCAP with fourteen (14) resident participants.



- 3rd Quarter: Six (6) companies qualified for FCAP with fifty-nine (59) resident participants.

- 4th Quarter: Four (4) companies qualified for FCAP with fifty-four (54) resident participants.

Statewide Outreach

There are a variety of ways the NMFO works with local communities, schools, filmmakers and chambers in order to assist and promote the industry and the jobs it creates. In FY16, the film office welcomed a new member to their team as the Outreach Coordinator to spearhead these efforts.

Highlights

In the first quarter, the NMFO hosted a screening of *The Scorch Trials*, presented by Fox Studios, which had over 200 attendees. The 2015 NM Filmmakers

Showcase submissions were screened at the Dark Frame Film Festival in Albuquerque. Additionally, NMFO continued to elevate the office social and informational outreach efforts through the NMFO's website, Facebook, Twitter, LinkedIn, Constant Contact and bi-monthly newsletter.

In the second quarter, the NMFO's annual NM Film & Media Industry Conference took place at the Isleta Casino & Resort, providing a variety of compelling topics with an array of guest speakers and panelist, and over 400 registrants, a 26% increase as compared to 2014. In December, the NMFO also participated in the ESPN's NM Bowl at UNM. This quarter also saw the continuation of the NMFO Internship program. The on-going program is designed to allow students the opportunity to have exposure to the workings of the NMFO and the industry. Ten students have successfully cycled through the internship program this year.

In the third quarter, the NMFO held a Las Cruces town hall with over 80 participants discussing the state of the film industry and opportunities available to Las Cruces and New Mexico residents in the film and television industry. Additionally NMFO began working with the State-wide Film Liaison Network to update their city endorsements.

In the fourth quarter, the NMFO hosted the annual Film and Media Educational Summit at CNM in Albuquerque. Cabinet Secretary of New Mexico Higher Education Dr. Barbara Damron gave a keynote address highlighting Governor Martinez's vision of creating a more cohesive higher education system. The event was hosted over 70 educators, industry professionals and students. Additionally, the NMFO hosted private cast and crew screenings of *Batman vs. Superman* and *Independence Day Resurgence* with over 200 attendees at each screening. The State Outreach Coordinator traveled to Alamogordo, NM to act as Keynote Speaker for the Desert Lights Film Festival. The festival celebrates the achievements of young filmmakers and boasted an attendance of over 400 students.



NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT FY16 COMPANIES ASSISTED IN CREATING NEW JOBS													
NAME OF COMPANY	TYPE OF COMPANY	LOCATION	DATE ANNOUNCED	PROGRAMS ASSISTING	RELOCATIONS		EXPANSIONS		STARTUPS		TOTAL NEW JOBS		TOTAL JOBS
					URBAN	RURAL	URBAN	RURAL	URBAN	RURAL	URBAN	RURAL	
First Quarter: July 1, 2015 - September 30, 2015													
Mindshare Studios	custom software and website development	Santa Fe	7/10/2015	JTIP				1				1	1
Ryan, LLC	global tax services	Santa Fe	7/10/2015	JTIP				2				2	2
Rio Bravo Brewing Company	micro-brewery	Albuquerque	7/10/2015	JTIP				2				2	2
Nuavita, LLC	custom software development	Albuquerque	7/10/2015	JTIP				5				5	5
Solaro Energy	manufacture solar-powered products	Socorro	7/13/2015	LEDA				25				25	25
Stiel	customer service center	Las Cruces	7/31/2015	JTIP				100				100	100
Associated Energy Services	energy transload facility	Eunice	7/31/2015	NMP			5					5	5
CPFD Software, LLC	custom engineering software	Albuquerque	8/14/2015	JTIP				5				5	5
Descartes Labs	artificial intelligence technology	Los Alamos	8/14/2015	JTIP					1			1	1
Lavu Inc.	custom point of sale software	Albuquerque	8/14/2015	JTIP				10				10	10
Vitality Works, Inc.	medicinal supplements	Albuquerque	8/14/2015	JTIP				8				8	8
Compass Components	manufacture custom wire harnesses	Deming	8/14/2015	JTIP				20				20	20
Neptune Aviation Services	aircraft services	Alamogordo	8/14/2015	JTIP				3				3	3
Taos Herb Company	herbal remedies and supplements	Taos	8/14/2015	JTIP				2				2	2
Energy Concepts Corporation LLC	solar system design	Sapelo	8/14/2015	JTIP				3				3	3
CyraCom	back office - translation services	Las Cruces	8/26/2015	JTIP				100				100	100
3D Glass Solutions	manufacturing	Albuquerque	9/11/2015	JTIP				3				3	3
Affordable Solar Installations	renewable energy	Albuquerque	9/11/2015	JTIP				20				20	20
Chaves Grieves Consulting Eng.	engineering services	Albuquerque	9/11/2015	JTIP				7				7	7
Ready Roast Nut Company	peanut processing/product manufacturing	Portales	9/21/2015	LEDA			200					200	200
Ol Gringo Chile Company	food processing	Las Cruces	9/25/2015	LEDA				10				10	10
GIG Logistics	energy transload facility	Jal	10/9/2015	LEDA			20					20	20
Little Toad Creek Brewery & Distillery	micro-brewery	Silver City	10/9/2015	LEDA									11
Rural Sourcing	software development	Albuquerque	9/28/2015	NMP/LEDA	125							125	125
TOTALS FOR 1ST QUARTER					125	225	273	64	1	0	399	289	688
Second Quarter: October 1, 2015 - December 31, 2015													
Precision Ocular Metrology	medical device manufacturing	Santa Fe	10/5/2015	Angel Inv.					10			10	10
Rich Glo	jewelry cleaning products manufacturing	Roswell		LEDA				11				11	11
Framo Morat, Inc.	custom injection molding	Albuquerque	10/9/2015	JTIP				1				1	1
Private Label Select	personal care products manufacturing	Taos	10/9/2015	JTIP				11				11	11
Vibrant Corporation	testing component manufacturing	Albuquerque	10/9/2015	JTIP				5				5	5
The Kemtah Group, Inc.	information technology services	Albuquerque	10/9/2015	JTIP				51				51	51
S&P Data	customer service center	Rio Rancho	10/9/2015	JTIP				17				17	17
New Mexico Greenhouse Holdings	agricultural products	Mesilla Park	10/19/2015	NMP			82					82	82
Skorpios Technologies, Inc.	photonics integrated circuits manufacturing	Albuquerque	11/9/2015	LEDA				300				300	300
National American University	distance learning operations center	Albuquerque	11/10/2015	AED/OFS				300				300	300
Southwest Cheese	food processing	Clovis	11/16/2015	LEDA				50				50	50
Flickinger Theater	historic theater	Alamogordo		LEDA				2				2	2
Odeon Theater	historic theater	Tucumcari		LEDA				1				1	1
W. Silver	recycling facility	Santa Teresa		LEDA				4				4	4
Y-Fab, LLC	fabrication facility	Albuquerque	11/20/2015	JTIP				7				7	7
Ideum, Inc.	designs interactive software platforms	Corrales	11/20/2015	JTIP				6				6	6
New Mexico Consortium	technology development	Los Alamos	11/20/2015	JTIP				2				2	2
Emerging Technology Ventures, Inc.	unmanned aerial systems manufacturing	Alamogordo	11/20/2015	JTIP				4				4	4
RiskSense	cyber security	Albuquerque	11/20/2015	JTIP				19				19	19
Trilumina Corporation	semiconductor laser technology development	Albuquerque	11/20/2015	JTIP				2				2	2
Comcast	customer service center	Albuquerque	12/8/2015	JTIP				450				450	450
Canon ITS	customer service center	Albuquerque	12/8/2015	JTIP				11				11	11
TOTALS FOR 2ND QUARTER					82	0	1,171	83	10	0	1,263	83	1,346
MIDYEAR TOTALS					207	225	1,444	147	11	0	1,662	372	2,034

Third Quarter: January 1 - March 31, 2016																	
		Albuquerque	1/15/2016	JTIP	20		20		20		20	20					
Lavu, Inc.	custom point of sale software	Albuquerque	1/15/2016	JTIP	1		1		1		1	1					
Affordable Solar Installations	solar system installation	Albuquerque	1/15/2016	JTIP	1		1		1		1	1					
Sigma Labs, Inc.	3D printing technologies	Santa Fe	1/15/2016	JTIP	1		1		1		1	1					
IntelliCyt Corporation	life sciences technologies	Albuquerque	1/15/2016	JTIP	5		5		5		5	5					
The Kemtah Group, Inc.	IT infrastructure and support	Albuquerque	1/15/2016	JTIP	8		8		8		8	8					
3D Glass Solutions	glass-based components	Albuquerque	2/12/2016	JTIP	4		4		4		4	4					
Compass Components	wire harness manufacturing	Deming	2/12/2016	JTIP	18		18		18		18	18					
Whoo's Donuts	food processing	Santa Fe	2/12/2016	JTIP	10		10		10		10	10					
Drone U	pilot training	Albuquerque	2/12/2016	JTIP	1		1		1		1	1					
Caveman Coffee Company	food processing	Albuquerque	2/12/2016	JTIP	2		2		2		2	2					
Sigma Labs, Inc.	3D printing technologies	Santa Fe	2/12/2016	JTIP	2		2		2		2	2					
Chaves Grieves Consulting Eng.	engineering services	Albuquerque	3/11/2016	JTIP	3		3		3		3	3					
CSI Aviation, Inc.	aviation logistics	Albuquerque	3/11/2016	JTIP	14		14		14		14	14					
Flore Industries, Inc.	research & development engineering	Albuquerque	3/11/2016	JTIP	8		8		8		8	8					
Improve Group	design and consulting services	Albuquerque	3/11/2016	JTIP	2		2		2		2	2					
Wood Design, Inc.	custom cabinetry and millwork	Santa Fe	3/11/2016	JTIP	3		3		3		3	3					
IntelliCyt Corporation	life sciences technologies	Albuquerque	3/11/2016	JTIP	2		2		2		2	2					
RiskSense	cyber security	Albuquerque	3/11/2016	JTIP	2		2		2		2	2					
Private Label Select	personal care products manufacturing	Taos	3/11/2016	JTIP	6		6		6		6	6					
Santa Fe Spirits	food processing	Santa Fe	3/15/2016	LEDA	14		14		14		14	14					
TOTALS FOR THIRD QUARTER				0	207	0	225	0	1546	24	171	0	102	0	1764	396	216
Year to Date Totals				0	207	0	225	0	1546	24	171	0	102	0	1764	396	216
UBiOD, LLC	manufacture quantum dots	Los Alamos	4/8/2016	JTIP	2		2		2		2	2		2		2	2
TriLumina Corporation	semiconductor laser technology	Albuquerque	4/8/2016	JTIP	1		1		1		1	1		1		1	1
Flore Industries, Inc.	research & development engineering	Albuquerque	4/8/2016	JTIP	1		1		1		1	1		1		1	1
Sigma Labs, Inc.	3D printing	Santa Fe	4/8/2016	JTIP	1		1		1		1	1		1		1	1
Fidelity Employer Services	financial services	Albuquerque	5/13/2016	JTIP	250		250		250		250	250		250		250	250
Mindshare Studios	custom software and website development	Santa Fe	5/13/2016	JTIP	2		2		2		2	2		2		2	2
Emerging Technology Ventures, Inc.	UAS research & development	Alamogordo	5/13/2016	JTIP	3		3		3		3	3		3		3	3
Vibrant Corporation	non-destructive testing technology	Albuquerque	5/13/2016	JTIP	2		2		2		2	2		2		2	2
Aviata	customer experience management	Albuquerque	5/13/2016	JTIP	7		7		7		7	7		7		7	7
MiOwl.com, Inc.	internet technology development (startup)	Albuquerque	5/13/2016	JTIP	7		7		7		7	7		7		7	7
Solaro Energy	solar products manufacturing	Socorro	5/13/2016	JTIP	6		6		6		6	6		6		6	6
Mako Medical Laboratories	medical lab testing nationwide	Albuquerque	5/23/2016	LEDA	100		100		100		100	100		100		100	100
Wildflower International	informational technology	Santa Fe	5/24/2016	LEDA	81		81		81		81	81		81		81	81
Pecan Brewery	food processing	Las Cruces	6/9/2016	LEDA	40		40		40		40	40		40		40	40
Valley Cold Storage	distribution	Santa Teresa	6/9/2016	NMP/LEDA	14		14		14		14	14		14		14	14
Federal Express	logistics	Santa Teresa	6/9/2016	OFS/NMMP	200		200		200		200	200		200		200	200
Zing Solar, LLC	solar system design & installation	Albuquerque	6/10/2016	JTIP	12		12		12		12	12		12		12	12
Optomec	3D printing technology & manufacturing	Albuquerque	6/10/2016	JTIP	9		9		9		9	9		9		9	9
RiskSense	cyber security	Albuquerque	6/10/2016	JTIP	14		14		14		14	14		14		14	14
Addmi, Inc.	mobile application development	Albuquerque	6/10/2016	JTIP	5		5		5		5	5		5		5	5
New Mexico Consortium	life sciences research	Los Alamos	6/10/2016	JTIP	1		1		1		1	1		1		1	1
Affordable Solar Installations	renewable energy	Albuquerque	6/10/2016	JTIP	2		2		2		2	2		2		2	2
UnityBPO, Inc.	custom IT infrastructure	Albuquerque	6/10/2016	JTIP	66		66		66		66	66		66		66	66
Carnivores Meat Processing	wild game processing	Chama	6/16/2016	FDT	1		1		1		1	1		1		1	1
PCM Sales	information technology	Rio Rancho	6/13/2016	NMP/LEDA	224		224		224		224	224		224		224	224
The Art of Chocolate, LLC	food processing - artisan chocolate	Santa Fe	Jun-16	NMP	5		5		5		5	5		5		5	5
W-Silver Rail Spur	rail spur to move recycled steel	Santa Teresa	Jun-16	NMP	4		4		4		4	4		4		4	4
Tom Peter Issac	warehouse - wind blades	Santa Teresa	Jun-16	NMP	20		20		20		20	20		20		20	20
Safelite AutoGlass	insurance claims processing center	Rio Rancho	6/30/2016	NMP/LEDA	900		900		900		900	900		900		900	900
TOTALS FOR 4TH QUARTER				0	207	0	225	0	1546	24	171	0	102	0	1764	396	216
FINAL FY16 TOTALS				0	207	0	225	0	1546	24	171	0	102	0	1764	396	216
TOTALS FOR 4TH QUARTER				1,735	245	1,980	3,499	641	900	20	900	20	900	20	900	20	900



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