



The Economic & Fiscal Impacts of LEDA in FY15



The Economic and Fiscal Impacts of the Local Economic Development Act in FY 2015

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Disclaimer: These calculations use estimates and assumptions; actuals may be different. Neither this document nor the information contained herein, prepared by the Economic Development Department binds the State of New Mexico.

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I. EXECUTIVE SUMMARY

The New Mexico Economic Development Department's Local Economic Development Act (LEDA) Capital Outlay program spurred temporary and on-going benefits for the state in the form of revenues for businesses, employment, workers' earnings as well as the fiscal impact for the state and local governments. In total, the program supported 966 temporary construction jobs in the state and about 4,109 permanent jobs in FY 2015. The temporary construction activity is estimated to have generated about \$5.5 million in tax revenues for state and local governments and the on-going business activity supported by assisted businesses is estimated to generate more than \$21.9 million in fiscal net benefits for state and local governments each year.

Capital Outlays and Businesses Assisted

In FY 2015, the New Mexico Economic Development Department's LEDA Capital Outlay program assisted 23 projects including 5 historic theaters. The program provided \$5.3 million in capital outlay assistance to firms creating 2,427 new direct jobs in the state. The firms/businesses benefitting from these capital outlays reported projected capital investment of about \$113.7 million.

Number of Projects	23
Direct Jobs	2,427
LEDA Amount Committed	\$5,284,416
Projected Private Capital Investment	\$113,695,000

A listing of the details provided for each project is provided in the Appendix.

Benefits Resulting from Temporary Construction Activity

The \$5.3 million in capital outlay expenditures provided by the Department leveraged construction spending from expanding and relocating businesses which supported direct construction activity in the state. In turn, these construction firms employed workers and paid wages related to the activity. The construction businesses and workers demand goods and services from suppliers and other businesses in the state. Ultimately, the total economic impact of the construction-related expenditures is greater than the initial outlay.

A summary of the one-time temporary economic impacts resulting from the New Mexico Economic Development Department Capital Outlay program for FY 2015 is shown below.

Temporary Construction-Related Economic Impacts Summarized Impacts, FY 2015			
	Direct	Indirect & Induced	Total
Revenues for Businesses	\$63,823,976	\$55,322,622	\$119,146,598
Employment	539	427	966
Workers' Earnings	\$23,826,193	\$16,025,497	\$39,851,691

The above table summarizes temporary construction-related impacts for FY 2015.

The economic impacts described above translate into state and local tax revenues. The temporary construction activity results in gross receipts tax revenue for the state and local governments as estimated below. To account for the construction material deduction from gross receipts taxes, we assume that about 65 percent of the total revenue for businesses during temporary construction activity serves as the basis for the taxable gross receipts. The state and local tax collections are estimated using the statewide 5.125% gross receipts tax rate and an average 2.0% local rate.

Gross Receipts Tax Collections - Temporary Construction, FY 2015	
	Total
State Gross Receipts Tax	\$3,969,071
Local Gross Receipts Tax	\$1,548,906
Total	\$5,517,977

Benefits Resulting from On-going Operations Activity of Assisted Businesses

The capital outlays provided by the Department supported new on-going business activity in the state. As summarized above, the capital outlays resulted in the creation of 2,427 direct jobs in the state. These direct workers are employed by the direct businesses. The businesses and workers demand goods and services from suppliers and other businesses in the state. The impact of these direct businesses will ripple through the economy generating spin-off impacts called indirect and induced impacts.

A summary of the annual on-going permanent economic impacts resulting from businesses assisted by the New Mexico Economic Development Department Capital Outlay program in FY 2015 is shown below.

Annual Permanent Economic Impacts Beginning in 2016			
	Direct	Indirect & Induced	Total
Revenues for Businesses	\$342,884,451	\$224,480,299	\$567,364,750
Employment	2,427	1,682	4,109
Workers' Earnings	\$79,729,431	\$62,950,654	\$142,680,084

In total, the on-going permanent business activity spurred by the Department's capital outlay program will support 4,109 workers, \$142.7 million in workers' earnings and about \$567.4 million in economic output or revenues for businesses.

The annual on-going permanent economic impacts summarized above will support fiscal revenues and costs for the state and local governments. As discussed in the detail of this report, the fiscal benefits are estimated based on the index of workers' earnings to state and local revenue collection and the costs are estimated based on the average cost to provide services to new households in the state. The state and local governments are estimated to receive \$21.9 million in net benefits per year from the annual on-going permanent impacts related to supported businesses.

Annual Benefits, Costs and Net Benefits for State and Local Governments Beginning in 2016			
	Benefits	Costs	Net Benefits
State	\$16,775,883	\$1,751,621	\$15,024,262
Local Governments	\$8,173,028	\$1,300,339	\$6,872,689
Total	\$24,948,911	\$3,051,960	\$21,896,951

While the above is a summary of the results of this analysis, details are on the following pages.

II. OVERVIEW

The purpose of this analysis was to estimate the economic and fiscal impact resulting from New Mexico Economic Development Department's Capital Outlay projects in FY 2015. This analysis was prepared by the Research Division of the Economic Development Department in association with Impact DataSource, an Austin, TX economic consulting, research and analysis firm.

According to the New Mexico Economic Development Department, the LEDA Capital Outlay program assisted 23 projects in FY 2015. The program provided \$5.3 million in capital outlay assistance to firms creating 2,427 direct jobs in the state.

Number of Projects	23
Direct Jobs	2,427
Amount Committed	\$5,284,416

The capital outlay with leveraged construction spending from expanding businesses will support temporary construction activity and associated employment, workers' earnings and revenues for businesses. The individual businesses assisted through these capital outlays create a significant permanent economic impact in the state through direct operations as well as spin-off activity throughout the state.

The economic impacts calculated in this report can be classified into three categories: direct impacts, indirect impacts and induced impacts. The **direct** economic impacts are the revenues for local businesses as well as the employment and workers' earnings paid to workers. During the construction-related activity, the direct activity is the initial construction expenditure and supported workers and earnings at these businesses. During the on-going permanent activity, the direct activity is the employment, workers' earnings and revenues generated by the businesses assisted by the capital outlay program. Indirect and induced impacts or spin-off impacts are created from the spending by the direct businesses and workers. **Indirect** sales, jobs and workers' earnings are created or supported in other businesses and organizations that supply goods and services to the direct businesses. In addition, **induced** sales, jobs and workers' earnings are created or supported in area businesses, such as restaurants, gas stations, banks, book stores, grocery stores, apartment complexes, convenience stores, and service companies that supply goods and services to the direct and indirect workers and their families.

A discussion of the economic impact and fiscal benefits related to the temporary construction activity is provided next.

III. TEMPORARY CONSTRUCTION BENEFITS

Temporary Construction Economic Impact from Capital Outlays

The \$5.3 million provided for capital outlays represent revenues for construction firms in the state. This direct economic activity will ripple through the state's economy creating indirect and induced activity such that the total impact of the expenditure is greater than the initial outlay.

The total economic impacts related to construction which are temporary are estimated based on the Department's capital outlay and the associated construction spending made by expanding businesses on buildings and other real property improvements. These expenditures serve as the change in final demand or revenues used in the RIMS II economic impact model. The construction-related expenditures support temporary spin-off activity in the form of revenues for businesses, employment and workers' earnings. The total economic impact of capital outlay expenditures and construction spending by expanding businesses was estimated by using RIMS II multipliers for the State of New Mexico and the construction industry.

The following table illustrates the temporary economic impact on employment, workers' earnings and revenues for businesses related to the construction activity.

Temporary Construction-Related Economic Impacts, FY 2015			
	Direct	Indirect & Induced	Total
Revenues for Businesses	\$63,823,976	\$55,322,622	\$119,146,598
Employment	539	427	966
Workers' Earnings	\$23,826,193	\$16,025,497	\$39,851,691

Based on EDD's calculations using the RIMS II model for New Mexico.

The \$5.3 million capital outlay together with construction spending from expanding businesses supported 966 temporary jobs and over \$39.9 million in workers' earnings in FY 2015. In addition, the projects supported more than \$119.1 million in one-time revenues for businesses over this period of time.

Temporary Construction Fiscal Benefit from Capital Outlays

The economic impacts described above translate into state and local tax revenues. The temporary construction activity results in gross receipts tax revenue for the state and local governments as estimated below. To account for the construction material deduction from gross receipts taxes, we assume that 65 percent of the total revenue for businesses during temporary construction activity serves as the basis for the taxable gross receipts. The state and local tax collections are estimated using the statewide 5.125% gross receipts tax rate and an average 2.0% local rate.

Gross Receipts Tax Collections - Temporary Construction, FY 2015	
	Total
State Gross Receipts Tax	\$3,969,071
Local Gross Receipts Tax	\$1,548,906
Total	\$5,517,977

Based on EDD's calculations using the RIMS II model for New Mexico

A discussion of the economic impact and fiscal benefits related to the on-going business activity is provided next.

IV. PERMANENT ON-GOING BENEFITS AND COSTS

Permanent Economic Impact Created by Assisted Businesses

The \$5.3 million provided for capital outlays enabled businesses to expand or remain in the state. The economic activity supported by the operations of these businesses represent direct economic activity that will ripple through the state's economy creating indirect and induced activity such that the total impact is greater than the impact of the businesses alone. The following table illustrates the permanent economic impact on employment, workers' earnings and revenues for businesses.

The economic impacts related to the on-going operation of the assisted businesses were estimated individually for each business reporting direct employment. EDD determined the appropriate industry for each business and applied the corresponding industry- specific State of New Mexico RIMS II multipliers. Accordingly, the direct revenues and direct workers' earnings were estimated based on the industry relationships in the model. In addition, total employment as well as total revenues and total workers' earnings were estimated using the RIMS II model.

The table shows the permanent activity resulting from the 23 projects supported by the capital outlay for FY 2015.

Annual Permanent Economic Impacts Beginning in 2016			
	Direct	Indirect & Induced	Total
Revenues for Businesses	\$342,884,451	\$224,480,299	\$567,364,750
Employment	2,427	1,682	4,109
Workers' Earnings	\$79,729,431	\$62,950,654	\$142,680,084

Based on EDD's calculations using the RIMS II model for New Mexico.

The businesses assisted with capital outlays as well as the indirect and induced businesses they support represent an increase of 4,109 jobs and \$142.7 million in workers' earnings. In addition, the activity supports approximately \$567.4 million in revenues for businesses in the state.

Permanent Fiscal Impact from Capital Outlays

The permanent economic activity created by the capital outlays will result in a range of revenues for state and local governments. We estimated the fiscal benefit of the permanent increase in economic activity by indexing government revenues from taxes, charges, miscellaneous general revenue and utilities to total personal income. In this way, the increase in workers' earnings from the project can be translated in to estimated fiscal benefits.

Additionally, to the extent that a portion of the new jobs created by the Capital Outlay program are filled by new residents from outside of the state, the state government and local governments will incur additional costs to provide services to these new worker households.

We determined the fiscal benefits for state and local governments as a percent of statewide personal income. The data used to estimate these factors were obtained from the US Census of Governments and the Bureau of Economic Analysis. Next, these percentages were applied to the total increase in workers' earnings from the economic impact calculations to determine the annual fiscal benefit for state and local governments related to the permanent increase in economic activity supported by the Capital Outlay program.

The tables below demonstrate this calculation and the results.

Fiscal Benefits for the State and Local Governments as a Percent of Statewide Personal Income				
	State Revenue* (000's)	Percent of Personal Income	Local Revenues* (000's)	Percent of Personal Income
Taxes				
Property	\$60,183	0.1%	\$1,364,950	1.8%
Sales and gross receipts	\$2,653,449	3.6%	\$1,037,005	1.4%
Individual income	\$1,150,468	1.5%	\$0	0.0%
Corporate income	\$281,047	0.4%	\$0	0.0%
Motor vehicle license	\$94,774	0.1%	\$13,815	0.0%
Other taxes	\$853,221	1.1%	\$43,995	0.1%
Charges and miscellaneous general revenue				
Current charges	\$1,377,198	1.8%	\$915,284	1.2%
Miscellaneous general revenue	\$2,301,087	3.1%	\$308,734	0.4%
Utility revenue	\$0	0.0%	\$589,561	0.8%
Total	\$8,771,427	11.8%	\$4,273,344	5.7%
New Mexico Personal Income (000's)**	\$74,601,613			

* US Census of Governments, 2012

** Personal Income for New Mexico 2012 U.S. Bureau of Economic Analysis

The increase in economic activity that supports total workers' earnings of \$142.7 million will generate \$16.8 million in state revenue per year and \$8.2 million in local revenue per year beginning in 2016.

Estimated Annual Fiscal Benefit Beginning in 2016		
Increase in Personal Income	\$142,680,084	
	State Revenues	Local Revenues
Taxes		
Property	\$115,104	\$2,610,549
Sales and gross receipts	\$5,074,881	\$1,983,335
Individual income	\$2,200,339	\$0
Corporate income	\$537,519	\$0
Motor vehicle license	\$181,261	\$26,422
Other taxes	\$1,631,837	\$84,143
Charges and miscellaneous general revenue		
Current charges	\$2,633,974	\$1,750,536
Miscellaneous general revenue	\$4,400,968	\$590,472
Utility revenue	\$0	\$1,127,571
Total Additional Revenues	\$16,775,883	\$8,173,028

The fiscal costs associated with the program result from the portion of new worker households that relocate to New Mexico to take a job and the resulting costs to provide state and local services to these new residents. Impact DataSource determined the cost of providing state and local services to new worker households moving to the state by applying the average per household cost of state and local expenditures to the estimated number of new workers new to the state.

We determined the average cost to provide state and local government services to a new household in the state. The data used to estimate these costs were obtained from the US Census of Governments and US Census. On average, the state incurs \$10,720 in costs and local governments incur \$7,958 in costs to provide these services to households.

Fiscal Costs for the State and Local Governments Per Household				
	State Cost* (000's)	State Cost Per Household	Local Cost* (000's)	Local Cost Per Household
General Expenditures				
Education	\$2,072,296	\$2,644	\$3,203,109	\$4,087
Public welfare	\$3,925,202	\$5,009	\$118,718	\$151
Hospitals	\$925,194	\$1,181	\$178,659	\$228
Health	\$462,210	\$590	\$82,836	\$106
Social insurance administration	\$10,665	\$14	\$0	\$0
Veterans' services	\$2,829	\$4	\$0	\$0
Highways	\$217,613	\$278	\$202,607	\$259
Air transportation (airports)	\$1,383	\$2	\$85,529	\$109
Parking facilities	\$0	\$0	\$9,674	\$12
Police protection	\$114,939	\$147	\$532,715	\$680
Fire protection	\$0	\$0	\$306,330	\$391
Correction	\$379,191	\$484	\$214,168	\$273
Natural resources	\$176,868	\$226	\$70,425	\$90
Parks and recreation	\$51,818	\$66	\$209,985	\$268
Housing and community development	\$60,461	\$77	\$129,451	\$165
Sewerage	\$0	\$0	\$113,713	\$145
Solid waste management	\$14	\$0	\$174,381	\$223
Utility expenditure	\$0	\$0	\$604,059	\$771
Total	\$8,400,683	\$10,720	\$6,236,359	\$7,958
Number of New Mexico Households**	783,682			

* US Census of Governments, 2012

** US Census Population Estimates 2013 and ACS Survey 2009-2013

As discussed earlier, there are a total of 4,109 direct, indirect and induced jobs created in New Mexico in FY 2015.

Considering the state's unemployment was as high as 6.5 % during the FY 2015 period, it is likely that most of these 4,109 jobs were filled by existing residents. Furthermore, the state's population over the last 10 years has increased by less than 1% annually and primarily due to natural increase (births - deaths) and international migration. In recent years, the state has seen an outmigration of its residents to other states. We believe it is reasonable to assume that 5.0% of the new direct jobs and 2.5% of the new indirect and induced jobs will be new residents to the state.

The tables below demonstrate these calculations and the results.

Estimated Annual Fiscal Cost Beginning in 2016		
Direct Jobs Created, excluding Jobs Retained	2,427	
Indirect & Induced Jobs Created	1,682	
New Jobs Created	4,109	
<u>Jobs Filled by New Workers to the State</u>	<u>Count</u>	<u>Percent</u>
Direct Jobs	121	5.00%
Indirect & Induced Jobs	42	2.50%
Total New Worker Households to the State	163	3.98%
	State Costs	Local Costs
General Expenditures		
Education	\$432,093	\$667,878
Public welfare	\$818,441	\$24,754
Hospitals	\$192,912	\$37,252
Health	\$96,375	\$17,272
Social insurance administration	\$2,224	\$0
Veterans' services	\$590	\$0
Highways	\$45,374	\$42,245
Air transportation (airports)	\$288	\$17,834
Parking facilities	\$0	\$2,017
Police protection	\$23,966	\$111,076
Fire protection	\$0	\$63,873
Correction	\$79,065	\$44,656
Natural resources	\$36,879	\$14,684
Parks and recreation	\$10,805	\$43,784
Housing and community development	\$12,607	\$26,992
Sewerage	\$0	\$23,710
Solid waste management	\$3	\$36,360
Utility expenditure	\$0	\$125,952
Total Additional Costs	\$1,751,621	\$1,300,339

From the increased economic activity, the estimated 163 new households to the state results in an increase of about \$1,751,621 in state costs per year and \$1,300,339 in local costs per year beginning in 2016.

Thus, the state and local governments are estimated to receive about \$21.9 million in net benefits per year from the annual on-going permanent impacts generated by supported businesses. The estimated annual state net benefit resulting from the \$5.3 million LEDA investment is \$15,024,262. This implies that return on the state's investment is about 284%. For every LEDA dollar that the State invested in assisting companies that created jobs in FY 2015, those firms and their workers will be returning about \$2.84 to State coffers every year -- a \$1 to \$2.84 cost benefit ratio.

V. CONDUCT OF THIS ANALYSIS

Methodology

This analysis was conducted by New Mexico Economic Development Department in association with Impact DataSource using information provided by the Department sourced from assisted businesses. The information provided by the Department is shown in the Appendix. Based on this information, we utilized RIMS II multipliers to determine the economic impact of the temporary and permanent economic activity. In addition, the economic impacts were translated into fiscal impacts.

The following repeats the methodology discussed in the text of the report used to estimate temporary and permanent economic impacts and fiscal benefits.

Economic Impact

Temporary Activity

The temporary economic impacts are estimated based on the capital outlay and relate to construction. These expenditures serve as the change in final demand or revenues used in the RIMS II economic impact model. The construction-related expenditures support temporary spin-off activity in the form of revenues for business, employment and workers' earnings. The total economic impact of each capital outlay expenditure was estimated by using RIMS II multipliers for the State of New Mexico and the construction industry.

Permanent Activity

The economic impacts related to the on-going operation of the assisted businesses were estimated individually for each business reporting direct employment. Impact DataSource determined the appropriate industry for each business and applied the corresponding industry-specific State of New Mexico RIMS II multipliers. Accordingly, the direct revenues and direct workers' earnings were estimated based on the industry relationships in the model. In addition, total employment as well as total revenues and total workers' earnings were estimated using the RIMS II model.

Fiscal Impact

Temporary Activity

The temporary construction activity results in gross receipts tax revenue for the state and local governments. The total revenue for businesses during temporary construction activity serves as the basis for the taxable gross receipts. The state and local tax collections are estimated using the statewide 5.125% gross receipts tax rate and an average 2.0% local rate.

Permanent Activity

We determined the fiscal benefits for state and local governments as a percent of statewide personal income. The data used to estimate these factors were obtained from the US Census of Governments and the Bureau of Economic Analysis. Next, these percentages were applied to the total increase in workers' earnings from the economic impact calculations to determine the annual fiscal benefit for state and local governments related to the permanent increase in economic activity supported by the Capital Outlay program.

The fiscal costs associated with the program result from the portion of new worker households that relocate to New Mexico to take a job and the resulting costs to provide state and local services to these new residents. We determined the cost of providing state and local services to new worker households moving to the state by applying the average per household cost of state and local expenditures to the estimated number of new workers new to the state.

Some additional information about the RIMS II model and methodology is provided next.

General Discussion of the RIMS II Methodology

The economic impact estimates in this report are based on the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis. The RIMS II model is a standard tool used to estimate regional economic impacts. The economic impacts estimated using the RIMS II model are generally recognized as reasonable and plausible assuming the data input into the model is accurate or based on reasonable assumptions. The RIMS II model is described in basic detail below.

Generally speaking, input-output modeling attempts to estimate the changes that occur in all industries based on a change in the demand for the output of an industry. An input-output model allows an analyst to identify the subsequent changes occurring in various industries within a regional economy in order to estimate the total impact on the economy. Total economic impact is the sum of three components: (1) direct, (2) indirect, and (3) induced impacts.

If the demand for the output of an industry, measured by industry sales or revenue, increases by \$1 million, total regional output increases by \$1 million. This initial change in output is called the change in direct economic output and also referred to as the direct expenditure effect. The change in total economic output in the region resulting from the initial change does not stop with the change in direct economic output. Businesses in a variety of industries within the region will be called upon to increase their production to meet the needs of the industry where the initial increase in demand occurs. Further, other suppliers must also increase production to meet the needs of the group of initial supplier firms to the industry. This increase in expenditures by regional suppliers is considered the indirect economic impact of the initial \$1 million in sales, and is classified as indirect expenditures of the total economic impact or the change in indirect economic output.

The total economic impact of the \$1 million in sales includes one more component, the induced impact. All economic activity, whether direct or indirect, that results from the initial increase in demand of \$1 million, requires workers, and these workers must be paid for their labor. This means that part of the direct and indirect expenditures is actually in the form of wages and salaries paid to workers in the various affected industries. These wages and salaries will in turn be spent in part on goods and services produced locally in the region. This spending is another part of the regional economic impacts referred to as induced impacts and is classified as induced expenditures or the change in induced economic output.

Based on the initial direct impact, the RIMS II model can be used to estimate the direct, indirect and induced impacts on economic output, value added, earnings and employment in a given region. Economic output is gross output and is the sum of the intermediate inputs and final use. This is a duplicative total in that goods and services will be counted multiple times if they are used in the production of other goods and services. Value added is defined as the value of gross output less intermediate inputs. Workers' earnings or earnings consist of wages and salaries, employer provided benefits and proprietors' income. Employment consists of a count of jobs that include both full-time and part-time workers.

Theoretically, changes in final demand drive the total change in economic output, earnings, and employment. However, these multipliers relationships can be used to estimate impacts in other ways if only limited information is known about a project. For example, the multiplier relationships can be used to estimate the increase in direct economic output based on a given level of employment in a specific industry.

This analysis utilized the RIMS II multipliers for the State of New Mexico.

About Impact DataSource

Impact DataSource is a 19-year-old Austin, Texas economic consulting, research and analysis firm. The company has conducted over 2,500 economic impact analyses of firms, projects and activities in most industry groups and in Texas and 26 other states. In addition, Impact DataSource has prepared and customized over 50 economic impact models for its clients to perform their own analyses of economic development projects. The New Mexico Department of Economic Development uses Impact DataSource's computer model to project the economic impact of new or expanding firms in the state and costs and benefits for the State of New Mexico and each local taxing district. The model also calculates the amount of eligible state and local incentives and calculates a rate of return and payback period for these incentives.

Appendix A

List of Capital Outlay Projects in FY 2015 – Original Dataset

<i>Financial Development Team Capital Outlay Projects, FY 2015</i>					
City/County	Project Name	Description	Direct Jobs	LEDA Amount Committed	Projected Private Capital Investment
Los Lunas	Accurate Mach & Tool	Land acquisition/building/Infrastructure	200	\$400,000	\$5,000,000
Las Cruces	Certoplast	Land/building/infrastructure	100	\$75,000	\$5,000,000
Artesia	CGS	Land, building & infrastructure	12	\$250,000	\$2,595,000
Albuquerque	Comcast	Tenant improvements	600	\$400,000	\$6,700,000
Dona Ana County	CN Wire	Second tranche from FY14	195	\$1,037,014	\$20,000,000
Rio Rancho	Convergys		250	\$150,000	\$423,000
Bernalillo County	Flagship Foods	Electrical upgrades	300	\$150,000	\$11,000,000
Las Cruces	Franco Foods	Tenant improvements	50	\$75,000	\$ 3,000,000
Santa Teresa	MCS Industries, Inc.	Land, building & infrastructure	37	\$125,000	\$10,763,000
Otero County	Neptune Aviation	Tenant improvements	5	\$200,000	\$18,000,000
Bernalillo County	NM Foods	Land, building & infrastructure	50	\$125,000	\$ 3,500,000
Bernalillo County	NM Transload	Land, building & infrastructure	32	\$200,000	\$8,000,000
Otero County	PreCheck	Infrastructure improvements	6	\$75,000	\$200,000
Luna County	Preferred Produce	Greenhouse expansion	10	\$135,000	\$200,000
Albuquerque	Risk Sense/Caanes	Tenant improvements	30	\$100,000	\$514,000
Rio Rancho	S&P Data	Tenant improvements	425	\$500,000	\$5,000,000
Santa Fe County	SF Brewing	Wastewater treatment/Water	105	\$250,000	\$12,000,000
Taos County	Taos Mtn Energy Bar	Tenant improvements	15	\$437,402	\$300,000
Clovis, Lovington, Raton, Silver City & Gallup	Lyceum, Silco, Lea, Shuler & El Morro	Digital conversion infrastructure improvements/upgrades	5	\$600,000	\$1,500,000
Total			2,427	\$5,284,416	\$113,695,000

<i>LEDA Statistics, FY 2015</i>			
Direct New Jobs Created	Total Amount Committed	Average LEDA Cost per direct Job	Private Sector Dollar leveraged by each LEDA Dollar
2,427	\$5,284,416	\$2,177	\$22 to \$1

Appendix B

***List of Capital Outlay Projects in FY 2015 – Industry Grouping,
Estimated Construction Spending and Total Job Creation per
Project***

Project Name	Industry used in Model	LEDA Funds Committed + Firm's Estimated Construction Spending	Calculated Total Construction-related Jobs	Direct Jobs	Calculated Total Operational Jobs
Accurate Mach & Tool	332710 Machine shops	\$3,500,000	53	200	344
Certoplast	32222A Coated & laminated paper, packaging paper & plastics film mfg	\$5,075,000	77	100	242
CGS	33299A Ammunition manufacturing	\$1,417,750	21	12	26
Comcast	561400 Business support services	\$5,291,000	80	600	869
CN Wire	332600 Spring and wire product manufacturing	\$11,737,014	178	195	326
Convergys	561400 Business support services	\$150,000	2	250	362
Flagship Foods	311410 Frozen food manufacturing	\$1,690,000	26	300	706
Franco Foods	311830 Tortilla manufacturing	\$705,000	11	50	78
MCS Industris, Inc.	326110 Plastics packaging materials & unlaminated film & sheet mfg	\$9,488,810	144	37	69
Neptune Aviation	481000 Air transportation	\$430,000	7	5	10
NM Foods	311990 All other food manufacturing	\$875,000	13	50	99
NM Transload	48A000 Scenic & sightseex transportatx supprt activities 4 transportatx	\$5,320,000	80	32	66
PreCheck	561600 Investigation & security services	\$227,000	3	6	8
Preferred Produce	311990 All other food manufacturing	\$235,000	4	10	20
Risk Sense/Caanes	541512 Computer systems design services	\$614,000	9	30	63
S&P Data	561400 Business support services	\$5,500,000	83	425	615
SF Brewing	312120 Breweries	\$8,890,000	135	105	170
Taos Mtn Energy Bar	311820 Cookie, cracker, and pasta manufacturing	\$578,402	9	15	28
Lyceum, Silco, Lea, Shuler & El Morro	512100 Motion picture and video industries	\$2,100,000	32	5	9
Total		\$63,823,976	966	2,427	4,109