

New Mexico Economic Development Department

FY15 4th Quarter Performance Report



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Office of the Secretary

4th Quarter Highlights

It was a very busy quarter for all of the department's programs. The Job Training Incentive Program was awarded emergency funding during the Legislative session and had a number of companies waiting for these funds. Twenty-one companies were awarded \$2.8 million for 549 trainees. A total of \$4.4 million was awarded in the fourth quarter, leaving the program with limited funds for FY16.

There were a number of announcements for company expansions and relocations to the state.

- Taos Mountain Energy Bars graduated from the Taos Food Center to a 10,000 square foot facility in the Questa Industrial Park. The department invested \$437,000 in LEDA funds for the project.
- Convergys, a contract customer service provider with 125,000 employees worldwide, expanded in both its New Mexico locations in Rio Rancho (250 new jobs) and Las Cruces (200 new jobs).
- RiskSense, Inc., a cybersecurity company formerly known as CAaNES, is adding 30 jobs.
- SambaSafety, a risk management software service company, will expand by 40 jobs. The company employs more than 14,000 nationwide.
- Aircraft Technical Support (ATS), a Florida-based international aviation service and support company, is expanding its Roswell operations by 140 new workers. ATS occupies a 62,000 square foot building on 8 acres in the Roswell International Air Center and has leased an additional 7 acres to build a warehouse and servicing shop. The company received assistance from JTIP.
- CGS Group will manufacture guns in Artesia. It is a start-up that will manufacture precision rifles and firearms accessories. CGS plans to hire 50 and the jobs will include machinists, gunsmiths, designers, engineers, and others.

On April 6th the department went live with a brand new website. It is the first EDD website that is user-friendly to a growing number of individuals who use mobile devices. The site was designed by Xynergy, a New Mexico-based web development firm that recently celebrated its 20th anniversary. Xynergy previously built several sites for the department, as well as Tourism, and several other state agencies.

The navigation or site map was created with a team of EDD staff representing many programs. The site has two primary goals – to showcase the state globally as a competitive place to do business and to provide easy access to state programs and resources to assist communities and businesses. One significant new feature is the Business Resource Center, a one-stop shop for New Mexico business start-ups and those who wish to grow their companies here. It offers a searchable directory of resources by

category, and an intake form for those who prefer customized assistance. The director of the Office of Business Advocacy answers the requests or forwards them to the appropriate EDD program or team.

MainStreet celebrated the National Main Street Accreditation of seven New Mexico communities: Nob Hill, Artesia, Carlsbad, Clovis, Grants, Los Alamos, and Lovington. Each year the National Main Street Center and its partners announce the list of accredited programs in recognition of their exemplary commitment to historic preservation and community revitalization through the Main Street Four-Point Approach®.

Five theaters received LEDA funding as part of the Historic Theaters and Movie Houses Initiative: the Silco in Silver City, the El Morro in Gallup, the Lea in Lovington, the Shuler in Raton, and the Lyceum in Clovis. The funding provides for a digital conversion of old equipment necessary to show modern films in the new format, making the theaters much more financially viable and will bring more visitors to the downtown commercial districts.

In preparation for the \$50 million in LEDA capital outlay in FY16, EDD held five regional town hall meetings across the state. The purpose was to gather input on policy and guidelines for projects funded by LEDA. The town halls were held the week of June 8th in the cities of Rio Rancho, Santa Fe, Farmington, Roswell, and Las Cruces. The final guidelines have been published on EDD's website.

Fifteen communities received funding for a variety of economic development projects, including workforce development, marketing, and entrepreneurship services and facilities.

Metric s

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Total number of jobs created due to economic development department efforts	3,000	1,084	1,098	282	830	3,294
Number of rural jobs created	1,400	425	40	87	174	726
Percentage of vouchers accurately processed within 72 hours	75%					78%
Number of business advocacy cases opened	100	25	28	0	16	69
Number of business advocacy cases solved	50	23	14	20	15	72
Total number of business expansions assisted by the EDD	50	21	11	7	24	63
Number of rural business expansions assisted by the EDD	15	8	3	1	4	16

New Mexico Economic Development Department						
Performance Measures and Targets	FY15	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD
Division & Measure		Results	Results	Results	Results	Results
Office of the Secretary						
Total number of jobs created due to economic development department efforts	3,000	1,084	1,098	282	830	3,294
Number of rural jobs created	1,400	425	40	87	174	726
Total number of jobs filled due to economic development department efforts	1,650	ANNUAL				
Administrative Services Division						
Percentage of vouchers accurately processed within 72 hours	75%					78%
Office of Business Advocacy						
Number of business advocacy cases opened	100	25	28	0	16	69
Number of business advocacy cases solved	50	23	14	20	15	72
Economic Development Division						
Number of total business expansions assisted by the EDD	50	21	11	7	24	63
Number of rural business expansions assisted by the EDD	15	8	3	1	4	16
New Mexico Economic Development Partnership						
Number of jobs created through business relocations and competitive expansions facilitated by the Economic Development Partnership	1,500	10	17	148	47	222
Number of business relocations and competitive expansions facilitated by the economic development partnership	9	1	2	4	1	8
Average annual cost per Economic Development Partnership job announced	\$620	ANNUAL				\$4,189
MainStreet						
Dollars of private sector investment in MainStreet districts (in millions)	\$15	\$1.86	\$2.32	\$2.31	\$1.36	\$7.85
Number of building rehabilitations completed in MainStreet Districts	150	51	37	56	52	196
Financial Development Team						
Number of private sector dollars leveraged by each dollar through the Local Economic Development Act	5 to 1	12 to 1	21 to 1	30 to 1	na	10 to 1
Average annual cost per announced jobs created through the use of LEDA funds	\$5,000	ANNUAL				\$2,523
Number of businesses provided technical assistance resulting in a funding package and job creation	5	0	2	0	0	2
Community, Business, and Rural Development Team						
Number of business retention and expansion surveys completed resulting in a positive outcome such as job creation, retention or business financing	15	5	9	0	7	21
Number of community infrastructure projects moved to financing stage	5	1	1	0	1	3
Job Training Incentive Program						
Number of workers trained by the job training incentive program (JTIP)	1,000	292	213	716	673	1,894
Number of rural businesses participating in JTIP	14	5	4	0	9	17
Number of businesses participating in JTIP	40	19	14	8	33	59
Average annual cost per job training incentive program trainee*	\$5,500	\$7,408	\$6,914	\$4,470	\$6,437	\$5,932
Percent of employees whose wages were subsidized by the Job Training Incentive Program still employed in New Mexico after one year	80%	ANNUAL				89%
Average hourly wage of jobs funded by JTIP	\$20	\$15.92	\$16.62	\$18.96	\$16.25	\$17.67
Office of International Trade						
Number of new-to-export (NTE) clients identified and assisted	10	3	2	2	4	11
Number of existing exporters assisted in entering new markets	12	2	3	2	3	10
Film Office						
Number of film and media worker days	200,000	77,669	79,086	72,888	68,755	298,398
Number of films and media projects principally made in New Mexico	60	29	15	14	21	79
Direct spending by film industry productions in millions	\$225	\$50.6	\$76.2	\$86.2	\$73.4	\$286.4
Number of major film productions over one million dollars made in New Mexico	18	7	7	3	8	25
Measures included in the 2014 General Appropriations Act						
Key Measures Reported Quarterly						

NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT FY2015 COMPANIES ASSISTED IN CREATING NEW JOBS

First Quarter: July 1, 2014 - September 30, 2014

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Associated Energy Services	transloading & logistics services	Pena Blanca	7/7/2014	NMP		10						10
Green Theme Technologies	environmentally friendly textile finishing	Albuquerque	7/11/2014	JTIP			5				5	
EcoPesticides International	manufacture pesticides	Albuquerque	7/11/2014	JTIP			1				1	
Sierra Peaks	R&D and production prototyping	Albuquerque	7/11/2014	JTIP			20				20	
NICOR	manufacture lighting	Albuquerque	8/8/2014	JTIP			10				10	
3D Glass Solutions	electronics manufacturing	Albuquerque	8/8/2014	JTIP			3				3	
Imagine Education	software development	Taos	8/8/2014	JTIP				1				1
CAaNES	cyber security technology	Albuquerque	8/8/2014	JTIP			12				12	
GCC Rio Grande	cement plant	Tijeras	8/8/2014	JTIP				13				13
J.W. Industries	precision prototyping & machining	Albuquerque	8/8/2014	JTIP			4				4	
Positive Energy Solar	solar panel installation	Santa Fe	8/8/2014	JTIP			28				28	
Accurate Machine & Tool	machine, tool & injection molding	Los Lunas	8/13/2014	OFS/FDT				200				200
Neptune Aviation	aviation services	Alamogordo	8/15/2014	LEDA				5				5
New Mexico Poles	manufacturing	Alamogordo	8/15/2014	LEDA								
PESCO	manufacture & service oil & gas equipment	Farmington	8/29/2014	OFS/JTIP			44				44	
Santa Fe Brewing Company	brewery	Santa Fe	9/4/2014	OFS/FDT			105				105	
S&P Data	customer service center	Rio Rancho	9/10/2014	OFS/FDT			425				425	
IntelliCyt	life sciences technologies	Albuquerque	9/12/2014	JTIP			1				1	
Senior Scientific	bioimaging detection systems	Albuquerque	9/12/2014	JTIP			1				1	
FLUTe	groundwater assessment	Alcalde	9/12/2014	JTIP				1				1
Emerging Technology Ventures	UAV manufacturing	Alamogordo	9/12/2014	JTIP				5				5
Compass Components	wiring harness manufacturer	Deming	9/12/2014	JTIP				10				10
Google	UAV manufacturing	Moriarty	9/23/2014	FDT		125						125
Preferred Produce	organic food production	Luna County	9/23/2014	FDT				10				30
Strategic Aerospace	UAV pilot training	Roswell	9/23/2014	FDT		25						25
TOTALS FOR 1ST QUARTER					0	160	659	245	0	0	659	425

Second Quarter: October 1, 2014 - December 31, 2014

Flagship Foods	food processing	Albuquerque	10/7/2014	OFS	300						300	
xF Technologies	petroleum enrichment	Albuquerque	10/10/2014	JTIP			5				5	
Samson Equipment	sports equipment manufacturer	Las Cruces	10/10/2014	CBRDT/JTIP			5				5	
Private Label Select	organic cosmetic production	Taos	10/10/2014	CBRDT/JTIP				10				10
P4Q USA Inc.	manufactures printed circuit boards	Albuquerque	10/10/2014	JTIP			15				15	
Rio Bravo Brewing	brewery start-up	Albuquerque	10/10/2014	JTIP					2			2
NGL Energy Partners	energy transportation & logistics	Cibola County	10/21/2014	CBRDT/FDT		0						0
Tucumcari Mountain Cheese Factory	food processing	Tucumcari	10/22/2014	CBRDT				10				10
Comcast	customer service center	Albuquerque	10/27/2014	OFS			600				600	
Global Fashion Technologies	recycled fibers manufacturing	Belen	10/28/2014	NMP		0						0
New Mexico Shrimp Company	aquaculture	Las Cruces	11/1/2014	CBRDT					1			1
Ideum	interactive computer-generated exhibits	Corrales	11/14/2014	JTIP			6				6	
Nuvita LLC	customized corporate wellness programs	Albuquerque	11/14/2014	JTIP			3				3	
Still Solutions	customized systems software for insurance	Albuquerque	11/14/2014	JTIP			1				1	
New Mexico Transloading LLC	logistics & transportation	Albuquerque	12/1/2014	OFS	38						38	
United Poly Systems	pipe manufacturer	Albuquerque	12/4/2014	OFS	35						35	
New Mexico Food Distributors	food processing	Albuquerque	12/4/2014	FDT			50				50	
Thrush LLC	logistics services	Santa Teresa	12/10/2015	NMP		5						5
Southwest Steel Coil	steel coil splitting	Santa Teresa	12/10/2015	NMP				12				12
TOTALS FOR 2ND QUARTER					373	5	685	32	0	3	1,058	40
MID-YEAR TOTALS					373	165	1,344	277	0	3	1,717	465

Third Quarter: January 1, 2015 - March 31, 2015												
Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Vitality Works Inc.	herbal extract manufacturing	Albuquerque	1/9/2015	JTIP			7				7	
RIETech Global, LLC	integrated motion control systems mfr	Albuquerque	1/9/2015	JTIP			12				12	
Vibrantcy, LLC	software development	Albuquerque	1/9/2015	JTIP					5		5	
National Water Services, Inc.	manufacturers water purification systems	Santa Fe	1/9/2015	JTIP			1				1	
ComboTrip, LLC	travel planning software	Albuquerque	1/9/2015	JTIP					2		2	
Omega Trucking	logistics	Santa Teresa	1/15/2015	NMP			20				20	
Santa Teresa Holdings LLC	cold storage and distribution	Santa Teresa	1/15/2015	NMP						20		20
Seamless Medical Systems	mobile medical technology	Santa Fe	2/17/2015	OFS			30				30	
Solar City	solar panel installation	Albuquerque	3/4/2015	NMP	88						88	
MCS	picture frame manufacturing	Santa Teresa	4/6/2015	NMP				20				20
Orogrande Garnet Company LLC	products created from mined garnet	Otero County		LEDA						47		47
RiskSense/CaAnes	cyber security technology	Albuquerque		LEDA			30				30	
TOTALS FOR 3RD QUARTER					88	0	100	20	7	67	195	87
Fourth Quarter: April 1, 2015 - June 30, 2015												
Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Skinfrared	biomedical diagnostics	Albuquerque	4/17/2015	JTIP			1				1	
Vibrant Corporation	non-destructive testing technology	Albuquerque	4/17/2015	JTIP			5				5	
IntellCyt Corporation	life sciences technologies	Albuquerque	4/17/2015	JTIP			1				1	
DHF Technical Products	metal refining	Rio Rancho	4/17/2015	JTIP			8				8	
TriLumina Corporation	semiconductor laser technology	Albuquerque	4/17/2015	JTIP			2				2	
Positive Energy Solar	off grid solar system design	Albuquerque	4/17/2015	JTIP			13				13	
Emerging Technology Ventures	unmanned aerial systems	Alamogordo	4/17/2015	JTIP				1				1
Convergys Customer Mgt Group	customer service center	Las Cruces	4/17/2015	JTIP			200				200	
Cable One	cable systems operator	Rio Rancho	4/17/2015	JTIP			8				8	
Boese Brothers Brewing LLC	microbrewery	Albuquerque	4/17/2015	JTIP					1			1
Project Performance Company	federal contractor	Albuquerque	4/17/2015	JTIP			37				37	
Silver Dollar Racing and Shaving	wood products	Maxwell	4/17/2015	JTIP				4				4
Vertterre Corporation	electrical engineering for renewable energy	Albuquerque	4/17/2015	JTIP			6				6	
Aviata	customer experience management	Albuquerque	4/17/2015	JTIP			5				5	
Jaguar Precision Machine LLC	machine shop	Albuquerque	4/17/2015	JTIP			8				8	
Taos Mountain Energy Bars	food processing	Questa	4/20/2015	LEDA				15				15
SambaSafety	software development	Albuquerque	5/1/2015	OFS			40				40	
Wildflower International Ltd.	IT management solutions	Santa Fe	5/8/2015	JTIP			35				35	
Spra-Green Inc.	fertilizer and ag products	Portales	5/8/2015	JTIP				1				1
J.W. Industries	prototype development	Albuquerque	5/8/2015	JTIP			2				2	
Praxair	industrial gas provider	Farmington		LEDA			26				26	
Convergys	customer service center	Rio Rancho	6/2/2015	OFS			250				250	
Ideum, Inc.	software development	Corrales	6/12/2015	JTIP			6				6	
Aircraft Technical Support	aircraft maintenance	Roswell	6/12/2015	CBRDT/JTIP		140						140
Cinnafilm, Inc.	software development	Albuquerque	6/12/2015	JTIP			2				2	
Sigma Labs, Inc.	metal-based 3D printing	Santa Fe	6/12/2015	JTIP			1				1	
CGS Group	firearms manufacturer	Artesia	6/30/2015	LEDA						12		12
TOTALS FOR THE 4TH QUARTER					0	140	656	21	1	12	656	174
YEAR-END TOTALS					461	305	2100	318	8	82	2,568	726
*Relocations are companies moving from another state; Expansions are New Mexico companies creating jobs; Start-Ups are companies getting started in New Mexico												
Three projects (in red) were subtracted from job counts: Global Fashion Technologies has been unable to close a real estate deal; NM Poles has one more financial commitment not completed as we close the fiscal year; and NGL Energy is stalled due to current oil prices.												

Office of Business Advocacy (OBA)

A new director of OBA was hired in the 4th quarter. She is busy meeting with partner agencies to establish the relationships necessary to make OBA effective in assisting businesses. She is also responsible for responding to inquiries through the new Business Resource Center, as well as adding new resources to the website.

New Cases

The OBA opened 16 cases this quarter:

1. Blue Sierra Power, LLC - Clovis
2. Chimney Rock Licensing – Bernalillo County
3. D. R. Bookkeepers
4. Dick's Sporting Goods – Farmington
5. Goodman Realty Group - Albuquerque
6. Harmony Residential Care – Sandoval County
7. Harris Digital Communications - Albuquerque
8. J & K Engineering - Albuquerque
9. Little Creek Residential Development- Farmington
10. New Express Delivery Services – Bernalillo County
11. PreCheck, Inc. - Alamogordo
12. Project Gas/Biodi
13. Solaro Energy, Inc. - Socorro
14. T & R Market - Gallup
15. The Overland Group – Flora Vista
16. Wright Group – Farmington

Solved Cases

The OBA closed 15 cases this quarter:

1. **Blue Sierra Power, LLC** – Blue Sierra Power requested assistance with the Environment Department regarding the licensing and permitting processes required to build a new plant.
2. **Chimney Rock Licensing** – Chimney Rock Licensing requested assistance with reinstating a company for weight distance tax filings.
3. **D. R. Bookkeepers** – D.R. Bookkeepers requested assistance with the Taxation and Revenue Department to establish a client as a New Mexico business. The business received the information it needed to do so.
4. **Dick's Sporting Goods** – The developer requested assistance with the Department of Transportation (DOT) to obtain an access permit to its site. The DOT explained the status of the permit and enabled the developer to move forward with the project.

5. **Goodman Realty Group** – Goodman Realty Group requested assistance with the Taxation and Revenue Department concerning gross receipts tax liability for a given timeframe. Goodman received the information it needed.
6. **Harmony Residential Care** – Harmony Residential Care sought assistance with the Department of Workforce Solutions (DWS). The DWS worked with the business to resolve its concerns.
7. **Harris Digital Communications** – Harris Digital Communications requested help communicating with the Taxation and Revenue Department concerning an expansion into New Mexico.
8. **J & K Engineering** – J & K Engineering requested assistance with applying for grants for developing a project abroad.
9. **Little Creek Residential Development** – The developer for Little Creek requested assistance with the Department of Transportation (DOT) to obtain an access permit to the site. The DOT provided the requirements for the permit.
10. **New Express Delivery Service** – New Express Delivery Service requested information for its relocation to New Mexico. The business is anticipated to relocate within the next few months.
11. **PreCheck, Inc.** – PreCheck needed help coming into compliance with the licensing requirements through Regulation and Licensing Department. PreCheck is now in the process of doing so.
12. **Project Gas/Biodi** – Communities involved in a site selection process for a possible company expansion into New Mexico requested assistance with communicating with the Environment Department pertaining to application requirements set forth by the company.
13. **Solaro Energy, Inc.** – Solaro Energy sought assistance with the Taxation and Revenue Department for its company expansion, announced in July, 2015.
14. **T & R Market** – The owner requested assistance with the Department of Workforce Solutions (DWS) and the new State Unemployment Insurance liability under the schedule effective January 1, 2015. The OBA arranged a meeting between the DWS and the Office of the Governor. The DWS was able to work with the business to improve its future liabilities.
15. **Wright Group** – This developer requested assistance with the Department of Transportation (DOT) and obtaining an access permit to its site. The DOT approved the project.

Performance Measures	Targets	Q1	Q2	Q3	Q4	Year to Date Results
Number of cases opened	100	25	28	0	16	69
Number of cases closed	50	23	14	20	15	72

New Mexico Partnership

Marketing & Sales

Marketing and business development initiatives continued to deliver strong results – both from a historic perspective as well as relative to metrics. The results appear to be the largely due to expanded marketing possible through additional resources and to the significant improvements to New Mexico’s tax climate for businesses. It was an improved quarter for Jobs but that metric still lags the pipeline development metrics.

The prospect pipeline has continued to expand significantly and many projects have advanced in their respective site selection processes. The number of Leads, Qualified Prospects, Site Visits, and Locates all exceeded annual performance metrics within our NMEDD contract. The outlook for FY2015-16 Locates and Jobs both look very promising taking into account these strong activity indicators.

Four successful sales missions were taken during the quarter to the following regions. Regional and community economic development groups participating in the sales missions included Cibola Communities EDC, Mesilla Valley Economic Development Alliance (MVEDA), Albuquerque Economic Development, Otero County EDC and Santa Fe County.

- Cleveland and Detroit
- Chicago
- NY, NJ and PA
- Boston

It was a busy quarter for NMP participation in trade shows/industry conferences with the following events:

- IAMC Spring Forum (corporate real estate)/Palm Springs
- ICMI ACCE Conference and Expo (shared services)/Orlando
- AUVSI (unmanned vehicles)/Atlanta
- Space Tech/Long Beach
- Global Petroleum/Calgary
- BIO International/Philadelphia

Participating New Mexico EDC’s and other organizations included MVEDA, Albuquerque ED, Roswell-Chaves County EDC, Otero County EDC, Sandoval County EDC, Spaceport America, EDC of Lea County, and NM BIO.

Further information was added to the Partnership’s revamped website including additional target industry material.

The Partnership played an active role in arranging interviews with business publications such as “Site Selection”, “Business Facilities” and “FDI” for Governor Martinez and Secretary Barela, where they discussed tax climate improvements and other positive changes.

One-half page advertisements were placed in “Site Selection” and “Business Facilities” magazines.

Research

Increasing cost comparison use for prospects was made of the Metrocomp software along with expanding use of cost estimates derived from the Transportation Cost element.

Communication

Our Strategic Planning Session was held June 23 with almost 50 people in attendance. Many good suggestions were made which were incorporated into the FY2015-16 Marketing Plan and Events Calendar.

Top Prospect and probability/timing bubble charts are being updated monthly. Meetings were held on at least a monthly basis with senior NMEDD staff to review prospect status.

Metrics

The Partnership counted one new company in the fourth quarter, Oro Grande Garnet.

There were seven site visits during the quarter, Projects Sal, Purdue, Golden Sun, Marino, 2 Face, Tech and Ringer.

There were 109 leads generated and 16 potential recruitment opportunities sent to communities.

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Number of jobs created through business relocations and competitive expansions facilitated by the New Mexico Partnership	1,500	10	17	148	47	222
Number of business relocations and competitive expansions facilitated by the New Mexico Partnership	9	1	2	4	1	8
Average annual cost per Partnership job announced	\$620					\$2,204

Economic Development Division

Local Economic Assistance & Development Support (LEADS)

This year EDD evolved the former Certified Communities Initiative into LEADS. In the process of developing the department's five year plan we heard from our rural communities that they wanted a more project-based program that was not focused on recruiting and sales. LEADS is an outcome-based grant program that provides flexibility in the type of projects funded as long as there is a quantitative outcome anticipated.

Fifteen entities were selected following the LEADS selection process, which began in March 2015. The Local Economic Assistance & Development Support (LEADS) Program is a competitive process whereby eligible entities applied for a grant to assist their communities create jobs, develop the tax base, and encourage business development.

The deadline for applications was May 1, 2015. Twenty nine applications were received requesting a total of \$410,000. Ineligible projects were eliminated, leaving twenty two entities to present their projects to the LEADS selection panel, which was held on May 21, 2015

From the twenty two applicants, fifteen were selected, which represent a strong variety of marketing and attraction; business retention & expansion; workforce; entrepreneurial/training hubs; and real-estate projects. Ninety one percent of the funding will benefit rural and frontier areas of the state (34% Frontier and 57% Rural).

Greater Springer Area Economic Development Corporation	\$1,200
Village of Los Lunas	\$10,000
Los Alamos Commerce and Development Corporation	\$10,000
Union County Community Development Corporation	\$14,000
Greater Raton Economic Development Corporation	\$15,000
Las Vegas-San Miguel Economic Development Corporation	\$15,000
City of Aztec	\$15,000
Mora County Economic Development Corporation	\$10,000
Sandoval County	\$15,000
Southern Luna County Economic & Community Development Corporation	\$5,000
Mesilla Valley Economic Development Alliance	\$6,000
Greater Gallup Economic Development Corporation	\$15,000
Lovington Economic Development Corporation	\$15,000
Clovis Industrial Development Corporation	\$15,000
Otero County Economic Development Council, Inc.	\$15,000
Total	\$176,200

New Mexico MainStreet

Private Sector Investment

- National Main Street Center at its annual conference in April, recognized 7 MainStreet communities for exemplary work through National Accreditation; Artesia, Carlsbad, Clovis, Grants, Los Alamos, Lovington and Nob Hill. The annual recognition opens up the door to bonus points on grant applications, scholarships for board leaders to conferences and extra consideration in applications for advanced technical assistance.
- NMMS partners, the New Mexico Resiliency Alliance, provided seed grants to Belen MainStreet, Corrales MainStreet, Harding County MainStreet, Historic Bridge/South Valley MainStreet and Zuni Pueblo MainStreet.
- Finished stamped design and construction documents for Historic First Street in Raton, Project can now go for construction funding.
- Silver City MainStreet created by ordinance their Tax Increment Finance District (tied to their Metropolitan Redevelopment Area [MRA] adopted last year) to establish a revitalization fund for future economic development projects.
- Truth or Consequences adopted their Metropolitan Redevelopment Plan (MRA), making them eligible for NMFA planning funds, NMMFA bonus points for housing funds and CDBG funds for economic development.
- Working with New Mexico Finance Authority (NMFA), secured \$150,000 in economic planning grant funds for Gallup, Grants, and Lordsburg.

Building Rehabilitations

- Historic Bridge Street South Valley completed a seven building façade squad assisted by community volunteers and a community reinvestment volunteer group from PNM. Carlsbad completed a façade improvement program for the Eddy County Beauty College.
- Artesia businesses continued their private investment in MainStreet real estate. Wells Fargo and Gracie's made \$12,000 in upgrades. McDonald's constructed a new building (\$1.2 million).
- Finished construction and design for a building in historic Carrizozo's downtown. A private foundation has contributed a challenge grant to fund building construction with the Carrizozo Frontier Community responsible for recruiting new businesses to the building.
- Harding County MainStreet completed a façade renovation at the Mosquero General Store.
- Four building owners in the Lovington MainStreet district invested in painting and signage projects totaling \$12,700: The Shop, Barks and Bows, The Gym, and Strong Power Electric.

Arts & Cultural Districts Quarterly Highlights

- Completed ACD Resource Teams for three new Arts & Cultural Districts in Artesia, Gallup, and Mora.
- NMMS partners, the New Mexico Resiliency Alliance, provided a seed grant to Mora County Arts and Culture Compound to develop a youth enterprise program around added value agriculture. That grant was leveraged to receive a grant *from Siete del Norte* for construction of a solar garden hot house.

- EDD announced grants of \$100,000 each to applicants for the Historic Theaters Initiative; the El Morro in Gallup, the Schuler in Raton and the Silco Theater in Silver City.

Frontier Communities

- Completed the Metropolitan Redevelopment Area (MRA) designation report for Questa which was adopted by the municipality making them eligible for NMFA planning funds, NMFA bonus points for housing funds and CDBG funds for economic development.
- The Village of Questa also received a \$5000 façade squad and place making grant from NMMS partners, the New Mexico Resiliency Alliance.
- NMMS partners, the New Mexico Resiliency Alliance, provided a seed grant for Magdalena’s Frontier Project, Cosmos Park.
- Based on the Revitalization Plan developed by NMMS for Historic Granado Street, Tularosa Frontier community received a \$600,000 NMDOT Tap grant for street improvements. Finished construction and design drawings for the Tularosa Visitors Center, center construction funded through the Tularosa Foundation.
- Carrizozo received a \$2500 seed grant form New Mexico Resiliency Alliance for façade squad.

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Dollars of private sector investment in MainStreet districts (in millions)	\$15	\$1.86	\$2.32	\$2.31	\$1.36	\$7.85
Number of building rehabilitations completed in MainStreet districts	150	51	37	56	52	196

Finance Development

LEDA Capital Outlay

NMEDD received a total of \$15 million in LEDA funding in FY15. From the \$10 million from the general fund, approximately \$7 million has been spent and the remaining \$3 million is expected to close in the first quarter of FY16. From the \$5 million from severance tax revenue, approximately \$3 million is on hold due to the price of oil. Several previously reported projects have been removed because the job creation of the projects is now in question. LEDA funds have been allocated at the request of the fiscal agent, but the companies have failed to confirm their ability to move forward with the project. These projects are:

- New Mexico Poles
- NGL Energy Partners

The projects that are ready to report total about \$6.68 million. Job creation, according to the project participation agreement, totals 2,608. Private capital invested against the LEDA funds totals \$67 million.

Businesses Assisted with a Funding Package and New Jobs

Two businesses were assisted with a funding package:

1. New Mexico Transloading received a loan through the Collateral Support Program (32 jobs).
2. Tucumcari Mountain Cheese received funding through the New Markets Tax Credit allocation (10 jobs).

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Private sector dollars leveraged by each dollar through LEDA	5 to 1	12 to 1	21 to 1	30 to 1	na	10 to 1
Average annual cost per announced job created through the use of LEDA funds	\$5,000					\$2,523
Number of businesses provided technical assistance resulting in a funding package and job creation	5	0	2	0	0	2

Local Economic Development Act (LEDA) Obligations for FY15						
Company or Project Code Name	Industry	Project Description/ Use of Funds	Fiscal Agent	Projected Private Capital Investment (000)	Allocated Amount (000)	Projected Number of New Direct Jobs
Accurate Machine & Tool	Manufacturer	Land acquisition	Los Lunas	\$5,000.0	\$400.0	200
Google	Manufacturer	Infrastructure/utility improvements	Moriarty	\$15,000.0	\$995.2	125
PreCheck	Data center	Infrastructure improvements	Otero County	\$200.0	\$75.0	6
SF Brewing	Food processing	Wastewater treatment/Water	Santa Fe County	\$12,000.0	\$250.0	105
CN Wire	Wire manufacturer	Second tranche from FY14 allocation	Dona Ana County	TBD	\$1,037.0	195
Franco Foods	Food processing	Tenant improvements	Las Cruces	\$3,000.0	\$75.0	50
Certoplast	Manufacturer	Land, building & infrastructure	Las Cruces	\$5,000.0	\$75.0	100
Preferred Produce	Food processing	Greenhouse expansion	Luna County	\$200.0	\$135.0	10
Lyceum, Silco, Lea, Shuler & El Morro Theaters	Historic theater initiative	Digital conversion infrastructure improvements/upgrades	Clovis, Lovington, Raton, Silver City, and Gallup	\$1,500.0	\$600.0	5
Flagship Foods	Food processing	Electrical upgrades	Bernalillo County	\$11,000.0	\$150.0	300
S&P Data	Customer Service Center	Tenant improvements	Rio Rancho	\$5,000.0	\$500.0	425
Strategic Aerospace	Aviation	Taxiway improvements at RIAC	Roswell	\$400.0	\$100.0	25
Comcast	Customer Service Center	Tenant improvements	Albuquerque	\$6,700.0	\$400.0	600
NM Transloading	Logistics	Land, building & infrastructure	Bernalillo County	\$8,000.0	\$200.0	32
Praxair	Industrial Gas provider	Land, building & infrastructure	San Juan County	\$4,244.0	\$200.0	26
Tucumcari Cheese	Food processing	Land, building & infrastructure	Tucumcari	\$4,000.0	\$200.0	10
Risk Sense/Caanes	IT/Emerging media	Tenant improvements	Albuquerque	\$514.0	\$100.0	30
Taos Mountain Energy Bar	Food processing	Tenant improvements	Taos County	\$300.0	\$437.4	15
NM Foods	Food processing	Land, building & infrastructure	Bernalillo County	\$3,500.0	\$125.0	50
CGS	Manufacturer	Land, building & infrastructure	City of Artesia	\$2,595.0	\$250.0	12
Convergys	Customer Service Center		Rio Rancho	\$423.0	\$150.0	250
MCS Industries	Manufacturer	Land, building & infrastructure	Santa Teresa	\$10,763.0	\$125.0	37
Totals as of June 2015				\$67,139.0	\$6,579.7	2,608

Community, Business & Rural Development Team

Business Retention & Expansion

Community, Business & Rural Development Team members survey, visit and maintain relationships with the economic base companies in their respective regions. They provide technical assistance that makes expansions happen, including introducing the companies to state incentives.

Business Retention & Expansion Surveys Resulting in a Positive Outcome						
WHEN	COMPANY	WHERE	NEW JOBS	PROGRAM	NEW INVESTMENT	NEW REVENUE
Q1	PESCO	Farmington	44	JTIP		
Q1	Mt. Taylor Mfg.	Milan				New contract with Whole Foods
Q1	FLUTE	Alcade	1	JTIP		
Q1	Green Theme Technologies	Albuquerque	5	JTIP		
Q1	Compass Components	Deming	10	JTIP		
Total of five in the first quarter.						
Q2	Private Label Select	Taos	10	JTIP		
Q2	Rio Bravo Brewing	Albuquerque	2	JTIP		
Q2	Samson Equipment	Las Cruces	5	JTIP		
Q2	New Mexico Shrimp Company	Las Cruces	1	CBRDT technical assistance		
Q2	Aircraft Technical Services	Roswell	44	JTIP		
Q2	Rich-Glo Products	Roswell	1	Department of Workforce Solutions		
Q2	Tulumcari Mountain Cheese	Tulumcari	20	New Markets Tax Credit	\$4.5 Million	
Q2	Sustainable Energies	Lovington			Purchase old Lovington cheese plant	
Q2	AerSale	Roswell		JTIP/Step Up		
Total of nine in the second quarter.						
None in the third quarter						
Q4	Wildflower International	Santa Fe	35	JTIP		
Q4	Silver Dollar Racing & Shaving	Maxwell	5	JTIP		
Q4	Sigma Labs	Santa Fe	1	JTIP		
Q4	Convergys	Las Cruces	200	JTIP		
Q4	CGS Group	Artesia	50	LEDA	\$2.5 Million	
Q4	Spra-Green	Portales	1	JTIP		
Q4	Dean Baldwin	Roswell			\$2.5 Million	
Total of seven in the fourth quarter.						

BRE visits resulted in 21 positive outcomes in 14 different communities across the state.

Infrastructure Projects Funded

1. **Moriarty City Airport, Moriarty:** NMEDD provided LEDA funds of \$975,000 for a water line to the Moriarty city airport. This infrastructure upgrade will provide sewer and water services to approximately 90 existing businesses and approximately 200 jobs. A water loop that will provide the required fire suppression for all businesses and the pavement repair which is required will be necessary after the installation of the sewer. City investment is \$450,000. Projects investment from Google is \$15,000,000 for a new building and equipment.
2. **Tucumcari Mountain Cheese, Tucumcari,** LEDA funding of \$200,000 included a necessary upgrade of a wastewater treatment line for this business.
3. **Silco Theater, Silver City,** \$100,000 in LEDA funds provided a needed digital conversion in order to show current films.

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Number of business retention and expansion surveys completed resulting in a positive outcome such as job creation, retention, or business financing	15	5	9	0	7	21
Number of community infrastructure projects moved to financing stage	5	1	1	0	1	3

Job Training Incentive Program (JTIP)

The JTIP board approved thirty-one companies in Q4, eight of which were located in rural areas including Alamogordo, Maxwell, Portales, Roswell Santa Teresa and Taos. Eighteen of the companies are paying wages in alignment with the High Wage Job Tax Credit, including three rural companies.

Quarterly performance measures:

- Number of workers trained by JTIP = 672
 - 653 new jobs created: 603 Urban & 50 Rural
 - 4 interns trained through JTIP; 4 Rural
 - 15 incumbent workers trained through Step-Up; 8 Rural
- Average hourly wage of jobs funded by JTIP (\$20) = Q4--\$16.43

Survey Results

Of the 414 JTIP participants that were on the list, all 414 participants had data to analyze.

	Still Employed in NM	Still Employed with JTIP employer	Increased Average Quarterly Wage*
<i>Total</i>	89%	73%	82%
<i>Manufacturing</i>	88%	76%	82%
<i>Professional Services</i>	85%	69%	80%
<i>Business Services</i>	90%	73%	83%

* 14% of JTIP employees did not have wages during the year prior to their JTIP participation in our system.

61% of employees increased their wages by more than 10%, with the average being close to a 300% increase in wages. This doesn't include the 14% of employees who did not have wages prior to JTIP. 12% of employees' wages remained stable, only changing between -10% and 10%. 13% of employees' wages decreased by more than 10% for an average loss of 44%.

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Number of workers trained by JTIP	1,000	292	213	716	673	1,894
Number of rural businesses participating in JTIP	14	4	4	0	9	17
Number of businesses participating in JTIP	40	19	14	8	33	59
Average annual cost per JTIP trainee	\$5,500	\$7,408	\$6,914	\$4,451	\$6,437	\$5,932
Percent of employees whose wages were subsidized by JTIP still employed in New Mexico after one year	80%					89%
Average hourly wage of jobs funded by JTIP	\$20	\$18.54	\$16.62	\$18.96	\$16.25	\$17.67

Office of International Trade

1st Quarter

New to Export (NTE) Companies and foreign sales:

1. Pajarito Powders, Inc., Albuquerque, reported follow on sales of \$25,000 from participation in the STEP sponsored International Fuel Cell Technology Show in Tokyo, Japan.
2. Stonewerks, Santa Fe, shipped \$27,000 to France and the UK, both new markets based on participation in the International Outdoor Show in Nuremberg, Germany sponsored by the STEP grant.
3. Affordable Solar, Inc., Albuquerque, participated in the international trade outreach mission to Mexico and generated a trial order of \$10,000.

New to Market (NTM) Companies and foreign sales:

1. Taos Mountain Energy Bars, Questa, introduced to Hong Kong Cogentia Partners, as a potential distribution channel to repackage, brand and label for the Asia – Pacific region. Product line is under evaluation.
2. Cowboy Up, an energy drink company, was introduced to Cogentia Partners to serve as a potential distribution channel for the company in Asia.

2nd Quarter

New to Export (NTE) Companies and foreign sales:

1. Pajarito Powders, Inc., Albuquerque, reported sales of \$55,000 from participation in the International Fuel Cell Technology Show in Tokyo.
2. Stonewerks, Inc, Santa Fe, shipped \$10,000 to Germany after participation in the International Outdoor Show in Nuremberg, sponsored by the STEP grant.

New to Market (NTM) Companies and foreign sales:

1. Kinesio Taping Corporation participated in the Medica 2014 trade show in Duesseldorf, with support from the New Mexico SBA STEP Grant 2014. Kinesio identified distributors in France, Germany and the UK and generated over \$65,000 in floor sales with additional potential sales of \$200,000 in the next year.
2. Marpac, Inc. participated in the Medica 2014 Trade Show in Duesseldorf with assistance from current European distribution partners in the UK and generated over \$25,000 in sales in the German market from the event.
3. Private Label Select, Ltd. reported \$50,000 in floor sales and new contracts to supply private label lip balm products to Korea based manufacturer of cosmetic products.

3rd Quarter

New to Export (NTE) Companies and foreign sales

1. Pajarito Powders, Inc. participated in the International Fuel Cell Technology show in Tokyo and generated \$25,000 in fuel cell powders to Korea. The company has announced a new export strategy that seeks to capitalize on the rising market for fuel cells and power generation by overseas car makers.
2. Falcon Industries, DBA ErgoGrips, Moriarty, participated in the IWA Outdoor Classics Trade Show in Nuremberg, Germany and generated \$52,000 in orders for ergonomic gun and knife grips.

New to Market (NTM) Companies and foreign sales

1. Santa Fe Stoneworks, a Santa Fe based manufacturer of collector's knives, participated in the IWA Outdoor Classics Trade Show in Nuremberg and generated \$25,000 in orders to Italy, a new market for the specialty knives producer in New Mexico.
2. Old Woods, LLC participated in the Dubai architectural trade show to sell line of wood flooring products. The company was able to locate a distributor in Kuwait and exported over \$100,000 in wood flooring products.

4th Quarter

New to Export (NTE) Companies and foreign sales

1. MCT Industries, Inc., Bernalillo, participated in the US Department of Commerce Brazilian Aviation Market in Brazil with assistance under the SBA STEP Grant and currently has a bid of \$32,000 for aircraft servicing equipment for the new airport construction in Sao Paulo and Rio de Janeiro in Brazil.
2. Intellicyt Corporation, Albuquerque, participated in the CYTO Trade Show in Glasgow, Scotland and reports sales of \$50,000 of sophisticated cell cytology equipment to the UK, one of the first export orders for the company.
3. Aqua Access, Albuquerque, was assisted by the New Mexico Trade and Higher Education Office in Mexico City to locate a Mexican trading partner with an initial order for \$35,000 in environmental, water purification systems technology.
4. Desert Gardens/Country Gardens participated in the Foodservice Australia show in Melbourne, Australia and located a potential distribution partner now doing product demos in major Australian supermarket chains like Coles and Woolworth's Supermarkets with estimates of \$5,000 initial shipments and more depending on the outcome of the product demos in the supermarkets.

New to Market (NTM) Companies and foreign sales

1. Private Label Select, Ltd., Taos, participated in the Natural and Organic Products, UK event in London and registered a sale of \$20,000 to new market customer in Spain and \$10,000 to Korea another new market for the company.
2. Kinesio Tape, Albuquerque, received assistance from the Mexico City office to locate Mexican distribution partner.
3. Better Physiology, LLC, Santa Fe, received assistance from the NM Brazil Office to ship first CapnoTrainer breathing aid to Brazil. An initial order of \$4,000, but with prospects for more shipments in the near term.

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Number of new-to-export clients identified and assisted	10	3	2	2	4	11
Number of existing exporters assisted in entering new markets	12	2	3	2	3	10

Office of Science and Technology

State Science and Technology Plan

“Innovation to Enterprise”, New Mexico’s Science and Technology Commercialization Plan is in final review by the Governor’s office, the Technology Research Collaborative and the Economic Development Commission. The plan integrates the operations and funding of the Office of Science and Technology, the Technology Research Collaborative, and the Defense Industry Adjustment Program and is focused on 3 strategic priorities: Grow and diversify existing technology companies, Commercialize technologies and innovations, and Increase research and development in emerging science and technology.

Technology Research Collaborative

The Technology Research Collaborative (TRC) is dedicated to the advancement of university and laboratory research for job creation and economic growth across the state. “The Collaborative” was initially convened in January of 2015, and has since engaged in additional discussions and a formal strategic planning meeting towards the goal of developing an operations concept and plan. The TRC has completed three studies and reports to support their work: Review of Projects Funded by TRC in 2006 and 2007; Technology Research Centers: A Study of State Programs for Technology Commercialization; and a Sensor Commercialization Report.

Defense Industry Adjustment Program

NM EDD/OST obtained a \$1.4 M grant from the Office of Economic Adjustment. The Office of Economic Adjustment (OEA) is the Department of Defense (DoD) field organization responsible for supporting state and local governments in responding to major defense program changes, such as sequestration and force reduction, and assists states and communities in engaging the private sector in order to plan and develop local adjustment strategies. The grant will fund Phase 1 of a multi-year Defense Industry Adjustment program, and will be used to survey assets and the defense supply chain in New Mexico to develop an assistance program.

New Mexico Film Office

The New Mexico State Film Office, a division of the Economic Development Department, serves the film and television industry locally, nationally and internationally. Six initiatives were identified to strengthen the division's mission and outlined in the 2015 fiscal year strategic plan. They are reported here in three categories: (1) Recruitment; (2) Workforce Development; and, (3) Statewide Outreach Initiatives.

Recruitment Initiative

The film office's primary purpose is to market the state to the film, television and multi-media industry, service the recruited productions, and promote job and business opportunities for New Mexico residents. This includes consulting with productions regarding the financial aspects of their projects, guiding them through the incentives such as the Refundable Film Production Tax Credit, providing direction with potential locations on which to film, as well as connecting the productions with the crew, vendor services and film liaisons throughout the state.

Recent amendments to the incentive program have made New Mexico a top contender for television series and have incentivized more productions to shoot complete projects in New Mexico. In FY15, the film division saw a significant increase of inquiries and productions in-state. In addition to the seventy-nine (79) productions that have come to fruition, an additional one hundred and eighty (180) inquiries have been logged by the division - of which over fifty (50) received location assistance. Of the twenty-five (25) major productions in principal photography in FY15, eight (8) primarily took place in quarter four, which is considered the busiest quarter each year for the NM industry.

Upon review of statistical data provided by productions, FY15 is projected to be a record year for direct spend into the economy since the implementation of the 25% incentive program, totaling \$286.4 million dollars – which is approximately \$10 million dollars higher than the top years of 2008 and 2011. With five television series in this fiscal year, three of which shot in quarters three and four, it was not a surprise to see that the number of worker days also surpassed the previous top year(s). Additionally, it is important to note that the number of registered non-major projects, with budgets less than one million dollars, had a significant increase in FY15 as compared to previous years.

In addition to promoting and providing production services, the film office has initiated emerging media opportunities through the development of a collaborative accelerator which includes expanding industry infrastructure, targeting businesses in digital technologies that affect multiple industries, and providing additional entrepreneurial opportunities for New Mexico residents.

Me tr ic s

Performance Measure	Target	Q1	Q2	Q3	Q4	Year End
Number of film and media worker days	200,000					
Number of films and media projects principally made in NM*	60					
Direct spending by film industry productions (in millions)*	\$225					
Number of major film productions over one million dollars made in New Mexico	18					

*Projects registered with the Film Office

**In-state spending

Compared to Previous Fiscal Years:

Projects Participating in Refundable Film Production Tax Credit

Jul-15

	FY11	FY12	FY13	FY14	FY15
In-state Qualifying Direct Spend	n/a	n/a	213.7	162.1	286.4
Non-Qualifying & All Qualifying	276.7	224.6	233.5	196.5	376.8
All Projects	n/a	57	53	61	79
Major Projects (over \$1M)	21	14	21	18	25
Worker Days	189,078	143,046	216,461	189,782	298,398

Workfo re De ve lo p me nt

The Job Training Incentive Program for Film & Multimedia is divided into two sub-programs, the Film Crew Advancement Program (FCAP) and the Pre-Employment Training Program (PETP), which were implemented in FY04 and FY06 respectively. FCAP provides job opportunities during production for crew to diversify their skill sets increasing continual employment in the industry. PETP focuses on honing industry skill sets during the period between production employment, to increase resident crew employability when job opportunities arise. The film division continues to expand and amend the program to effectively meet industry needs and trends.

FCAP is currently the top priority of the training subprograms. It provides an additional incentive to productions to hire local crew by reimbursing the company fifty percent of a qualifying resident's wages for up to 1040 hours. Of the twenty-seven (27) companies that qualified for FCAP in FY15, six qualified

during quarter four. And of the two hundred and forty-two resident participants (242) in FY15, an estimated seventy (70) residents participated in quarter four.

State wide Outreach Initiatives

The film division supports local producers, film crew and filmmakers through regional forums, events, and social media platforms, to assist in educating the public about the industry and the division's resources. These resources include the educational programs initiative which provides opportunities to learn about film and media training available throughout New Mexico. The film division also provides training of film liaisons in rural areas, which assists both the industry and communities in building economically beneficial relationships. In collaboration with the Tourism Department, the film division leads the state in developing and expanding the NM Film Tourism Initiative.

During quarter four, screenings of local filmmakers' projects, submitted during the division's NM Filmmakers Showcase competition, took place at the Flickinger Center for Performing Arts in Alamogordo and at the Albuquerque Film and Media Experience in Albuquerque. Efforts continued to develop the third annual NM Film & Media Industry Conference for FY16, which provides a wealth of information for filmmakers, crew and emerging media innovators throughout New Mexico. The division's director and senior staff members continue to present and speak at government and industry-related events and organizations statewide as part of local outreach.