



New Mexico Economic Development Department 3rd Quarter Performance Report

April 28, 2017



NMEDD 3rd Quarter Performance Report

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

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OFFICE OF THE SECRETARY

There were several significant announcements in the third quarter, both new company locations to New Mexico and the expansion of companies already here.

- On January 9th Governor Martinez announced that **Dean Baldwin Aircraft Painting** will be renovating their 165,000 square foot facility at the Roswell International Air Center. The expansion will create 70 new jobs. EDD has committed \$1 million in LEDA funds for the renovation and expansion.
- International manufacturer, the Keter Group, has chosen Belen for its newest manufacturing facility. **Keter Plastics** will occupy the old Solo Cup facility (165,000 square feet) which had been empty for nearly a decade, and acquired an additional 14 acres adjacent to the building for a future expansion of at least 60,000 square feet. EDD will invest \$2 million in LEDA funds and the company will invest \$35 million in the project.
- **Wholesome Valley Foods** will create 90 new jobs with the renovation of an abandoned egg processing facility in Berino.
- Long-time New Mexico business, **El Pinto**, is expanding its manufacturing capacity with the addition of 25 new jobs and 6,200 square feet. The company will invest \$7 million in the expansion and EDD will contribute \$250,000 in LEDA funds.
- **Truth or Consequences Brewing**, a New Mexico startup, will create 9 new jobs when it opens for business this summer. The project represents a \$1 million investment and the company will receive \$125,000 in LEDA funding.
- On February 15th, Governor Martinez announced that **SolAero Technologies**, another homegrown company, will invest \$10 million to renovate 40,000 square feet of the Albuquerque building to create a vertically integrated solar panel manufacturing facility. With this expansion SolAero will relocate its California manufacturing operations, creating 100 new jobs. SolAero has been assisted with \$182,090 in training funds from JTIP. SolAero began in 1997 as Emcore Photovoltaics with a successful technology transfer from Sandia National Labs.

In January, PNM awarded **Affordable Solar** the \$37 million contract for engineering, procurement and construction of the 30 MW solar generation project for the Facebook data center in Los Lunas. Facebook announced six New Mexico companies who are subcontractors on the massive construction project, adding to the tremendous economic impact of this project.

In May 2014 EDD committed \$200,000 in LEDA funding for the **Raytheon Diné facility**. The funds were used for architectural and engineering design for a 30,000 square foot warehouse. The project did not originally represent very many new jobs, but the expansion has actually resulted in about 150 new employees.

Measure	Target	Q1	Q2	Q3	Q4	Total
Total jobs created	4,500	736	196	550		1,482
Rural jobs created	1,600	168	145	370		683

NEW MEXICO PARTNERSHIP (NMP)

The New Mexico Partnership has seen an increase in new potential projects (PROs) compared to last quarter (20 vs. 16). The pipeline of projects could potentially drive a similar upward trend going forward. The volume of marketing activity is continuing, events attended/conducted have yielded strong potential opportunities, and efforts to convert this activity to active prospects continues.

However, an undercurrent of uncertainty remains. The outcome of the Federal election has resulted in uncertainty regarding the overall business environment and international trade, and may chill opportunities in our border region, and for the whole state. Additionally, uncertainty regarding incentives funding in New Mexico contributed to the state being eliminated from consideration on at least one project (more than 700 high paying jobs) for which we were one of two finalists.

Marketing Activities

- D.C. and Virginia Sales Mission (Jan. 31-Feb. 2): While in the D.C. area, staff also met with an active, prospective company considering NM for an R&D and headquarters relocation project.
- Southern NM Familiarization Tour (Feb. 23-24): the NM Partnership hosted two site selection consultants in Las Cruces allowing us and our community partners the opportunity to promote the southern NM region for future projects.
- Expo West Natural Foods Trade Show (Mar. 9 -10): NM Partnership staff attended, along with Elyce Gobat from Lea County. Attendance generated several leads which NMP will pursue.
- Site Selectors' Guild Annual Conference (Mar. 13 -15): NM Partnership staff attended the Site Selectors' Guild event in Tucson to meet with many of the nation's leading consultants. After the event, NM Partnership staff traveled to nearby Phoenix and set up meetings with site selectors based in that market as well.
- Cleveland/ Detroit Sales Mission (Mar. 20-23): NM Staff met with one major manufacturer to highlight NM's business climate and industry activity. This is a major industrial area home to automakers and component/parts suppliers.

Site Visits – one in March

No Locates

One Expansion (shown below)

Month	Company Name	Number of Jobs	Community	Sq. ft.	Capital Investment	Estimated Annual Wages	States we competed with	State of Origin
Jan-17	Twin Cities (expansion)	15	Santa Teresa	19 acres	\$1,463,616	\$450,000	N/A	Texas

Potential Recruitment Opportunities (PROs)

<p><i>Sent out Statewide</i></p> <p>1. Flicker (1/03) NMEDD 2. Leaf (1/23) (Direct call) 3. Aspen (3/10) Existing relationship</p> <p><i>Not PRO'd Yet</i></p> <p>4. Turquoise (3/07) Existing relationship 5. ASP (2/28) (NMEDD)</p>	<p><i>Specific to Border Region</i></p> <p>8. Vero (1/07) 9. Tie (1/12) 10. Zorro (1/16) 11. Peggy (1/16) 12. Commy (1/17) 13. Glassdome Deaux (1/23) 14. Chela (2/07) 15. Gus (3/08)</p>
<p><i>Generated by Community</i></p> <p>6. Enterprise (3/30)</p>	<p>16. Sprinkler (3/10) 17. Derby (3/16) 3rd party lead</p>
<p><i>Community Specific/Generated by NMP</i></p> <p>7. Charger (1/18) Existing relationship w/consultant</p>	<p>18. Telcom (3/27) 19. Satellite (3/27) Existing Contact</p>

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of jobs created by business relocations facilitated by the EDP	2,250	80	20	15		115
Number of Potential Recruitment Opportunities (PRO) generated by Partnership marketing & sales activities	84	12	16	19		47

ECONOMIC DEVELOPMENT DIVISION

The largest division in the department assists New Mexico businesses and communities through its programs. Businesses receive direct assistance from JTIP, Finance Development, International Trade, and the Community, Business & Rural Development Team (CBRDT). Community development programs are provided by MainStreet, Finance Development, and the CBRDT.

New Mexico MainStreet (NMMS)

The New Mexico MainStreet program had a very successful third quarter working with local affiliate programs and local government partners building capacity for local economic revitalization and re-development efforts, enhancing the entrepreneurial and business climate of local MainStreet districts, and creating thriving places throughout the State of New Mexico.

In the third quarter local MainStreet communities reported 107 private building renovations; 38 net new business and business expansions; and 127 net new jobs created. NMMS programs also completed a number of planning, public infrastructure and community projects during the quarter. This includes the adoption of two Metropolitan Redevelopment Area Plans (Tucumcari and Grants); the completion of Los Alamos MainStreet Phase II Streetscape Improvements on Central Avenue that received FY2016 NMMS capital outlay/public infrastructure; and the completion of 13 rural MainStreet projects awarded a total of \$50,000 in FY2016 grants from the New Mexico Resiliency Alliance.

Reinvestment and Business Highlights:

- The **Portales MainStreet district** benefited from 11 private building rehabilitation projects totaling \$53,300. The diverse improvements varied from \$500 for a new sign at an insurance agency to \$11,000 for a new roof at a furniture store.
- In the **Roswell MainStreet district**, owners of three buildings invested in façade improvements, a new roof, and bathroom fixtures. The work at the winery, coffee cafe and florist totaled \$206,880.
- The **Clovis MainStreet district** saw an impressive \$5.5 million invested in 18 private building rehabilitation projects. These ranged from under \$5,000 for improvements like window and wall repairs and paint, to a \$1.5 million full building remodel of Citizens Bank, up to \$3 million for rehabilitation to several of the buildings that comprise the new Andalusia Apartments (not including the part of that apartment complex that is located outside of the designated MainStreet district).
- **Downtown Albuquerque's MainStreet district** continued an exciting trend of private reinvestment in its commercial building stock. Thirty projects totaling \$4.4 million ranged from \$2,500 for minor repairs, up to \$800,000 for rehabilitation of an office building on 3rd Street.
- In the **Nob Hill MainStreet district**, a construction company rehabilitated its offices (\$3.2 million) and a pub installed a wine bar (\$6,000).
- Three new businesses opened in the **Belen MainStreet district**. The new beauty salon, brewery and bakery create 9 new jobs for the community.

- In **Silver City's MainStreet district**, six new businesses -- three galleries, two restaurants and a beauty salon -- bring 15 new jobs to town.

Measure	Target	Q1	Q2	Q3	Q4	Total
Dollars of private sector investment in MainStreet districts (millions)	\$9	\$10,140,612	\$1,076,093	\$15,262,218		\$26.4M

Job Incentive Training Program (JTIP)

Thirteen businesses were approved by the JTIP board in the third quarter, including companies located in Clovis, Santa Fe, Albuquerque and Rio Rancho. Four-hundred sixty seven new jobs were approved, and 1 intern will gain valuable on-the-job experience working at a New Mexico company. The overall average wage was \$16.60 per hour, and the average wage for the 23 rural jobs created was \$21.30 per hour.

Once again JTIP funds were nearly fully-obligated at the end of Q2, but additional disencumbrances allowed the board to convene in January and February to consider applications. No applications were accepted in March.

The Film Crew Advancement Program (FCAP), one of the two JTIP for Film and Multimedia programs was approved to train 25 crew members at an average wage of \$20.08 per hour.

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of workers trained by JTIP	1,500	315	600	493		1,408

13 Companies Assisted

Affordable Solar	Albuquerque	Rural Sourcing	Albuquerque
Century Automotive Service	Albuquerque	Safelite Solutions	Rio Rancho
CSI Aviation	Albuquerque	Skorpis Technologies	Albuquerque
Meow Wolf	Santa Fe	SolAero Technologies	Albuquerque
PCM Sales	Rio Rancho	Southwest Cheese	Clovis
Phat Steel	Bernalillo	Vitality Works	Albuquerque
RiskSense	Albuquerque		

Finance Development Team



For the current quarter, FUNDIT has conducted one meeting (Feb. 28th, 2017), hosted at the Department of Workforce Solutions in Albuquerque. There were over 30 meeting attendees, two informative presentations on the Venture Acceleration Fund and the Department of Environment’s RAID grant program. Two communities presented projects: Abiquiu Land Development Use Project; and Gallup - The Creative Station, Gallup’s artist incubator and makerspace park. Both projects were extremely well received and were able to make significant connections to potential funding sources.

Notably, Gallup’s Creative Station is on track to receive funding for their project because of their FUNDIT presentation. The project involves renovating and repurposing an existing vacant lumberyard with a warehouse in downtown Gallup. This will provide a space where artisans and aspiring entrepreneurs can engage in training, business courses, art classes and have a venue to sell and create their wares. The project will serve many purposes for the community of Gallup and will be a catalytic project for several other developments in the downtown and beyond. The total project cost is around \$5M.

The project manager, Liz Hannum, was able to connect with several potential sources of funding at the meeting, including the New Mexico Finance Authority (NMFA). The project is an excellent candidate for the rural New Markets Tax Credits. NMFA is projecting that the project will be funded within 6 months.

LOCAL ECONOMIC DEVELOPMENT ACT (LEDA)

COMPANY	LOCATION	PRIVATE INVESTMENT	LEDA INVESTMENT	# OF JOBS	LEVERAGE
CSI Aviation	Bernalillo County	\$3,087,762	\$500,000	14	6.18
Wholesome Valley Farms	Dona Ana County	\$12M	\$620,000	90	19.35
T or C Brewing Co.	Sierra County	\$999,000	\$125,000	9	7.99
Keter Plastics	Valencia County	\$35M	\$2M	175	17.5
Dean Baldwin	Chaves County	\$6,500,000	\$1,000,000	70	6.5
El Pinto Foods	Bernalillo County	\$7,600,000	\$250,000	25	30.4
NM Greenhouse Holdings	Dona Ana County	\$850,000	\$150,000	-	5.67
TOTALS		\$66,036,762	\$4,645,000	383	14

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of private sector dollars leveraged by each dollar through LEDA	10 to 1	25.2	-	14		
Number of jobs created through the use of LEDA funds	2,000	144	0	383		527

Community, Business & Rural Development Team

Mesilla Valley Economic Development Alliance completed their LEADS project. Their efforts resulted in 16 leads which MVEDA converted into 5 strong prospects. So far, two of those companies have completed site visits to Dona Ana County to consider business locations.

BUSINESS AND COMMUNITY DEVELOPMENT PROJECTS

Region 1

Regional Representative has two companies with active LEDA applications that are expected to be completed in the 4th quarter. Both of these LEDA applications are the direct result of Business, Retention and Expansion visits by the Regional Representative.

Regional Representative was actively involved with 3 JTIP applications (Phat Steel, Safelite Solutions, PCM Sales) in the Region resulting in 349 jobs.

Region 2

Regional Representative is providing technical assistance and guidance to 3 different communities with Economic Development Planning including: the City of Espanola, Village of Bosque Farms and the Village of Chama.

Regional Representative has had one Business, Retention and Expansion visit that has led to an active LEDA application that is expected to be finalized in the 4th quarter in the City of Santa Fe.

Region 3

The Regional Representative is currently helping one business in the Greater Albuquerque area expand. The final approval for the LEDA application is expected early in the 4th quarter of this fiscal year and will result in 20 new jobs.

Region 4

Regional Representative provided technical assistance to San Miguel County in an application for a \$50,000 NMFA planning grant. The consultant will determine feasibility of a pellet plant and a woody bio mass boiler plant for the Mora County Courthouse.

Regional Representative assisted in securing a \$30,000 Venture Acceleration Fund award to **Mora Woodworking**, a start-up manufacturer. The Team member has worked with the company from its inception, including registration, prototype design, business plan development, and a patent application. Outcomes are \$93,500 in cash, grants and loans. Rep also provided a SBIR support letter for an application for chemistry research for sealing wood products.

Regional Representative assisted **Angel First LLC** in getting a water transfer permit in preparation for the last step for a final permit from the New Mexico Environment Department. The company will create 7 jobs.

Regional Representative assisted new owners of the **Lake City Diner**, in Santa Rosa, with application which resulted in a Plateau Telecommunications grant award of \$4,500 for kitchen equipment. The Diner has reopened with three employees.

The **Castaneda Hotel** was approved for New Markets Tax Credits (NMTC) from the State of California. Regional Representative was instrumental in assisting the owner in finding an alternative after failing to qualify for NMTC through NMFA twice. The successful application means that the renovations of the Castaneda and the Plaza Hotel can now move forward in Las Vegas.

Energy Related Devices, Tucumcari, has been approved by FDA for human testing of a wrist band mosquito repellent. The regional Representative assisted the business owner with a Health and Agriculture Department emergency request that led to FDA approval.

Region 5

Regional Representative assisted the **Middle Rio Grande EDA** in completing a SET seed funding application. The new organization was awarded USDA funds for organizational development (\$5,000) as a result of the efforts.

The Regional Representative completed a USDA feasibility report for an **Affordable Solar** installation project in Silver City. Allowed Albuquerque based company to establish regional presence in SW NM.

Regional Representative responded to 4 BRC/OBA requests from the private sector. In 3 cases she provided business startup information, in the 4th she worked to resolve problems between TRD, DOT and the business.

Regional Representative was able to connect a business to a micro lender to purchase needed equipment as a result of their Business Retention and Expansion visit.

Region 6

(Vacant Due to Budget Cuts)

The Team Leader covering the vacant Region, along with the Cabinet Secretary, conducted a Business, Retention and Expansion visit to **Dean Baldwin Painting**, which directly led to 70 new jobs and the retention of 110 jobs in Roswell.

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of successfully completed agency grant funded projects resulting in job growth, new investment, increased revenue, or workforce development	15	0	1	1		2

Office of Science & Technology

The Office of Science and Technology (OST) continues to create and implement programs that encourage and enable the start-up and growth of New Mexico's science and technology based industries. During the third quarter major activities included

New Mexico's Defense Industry Diversification: The OST continued to implement a defense industry diversification program dedicated to assisting NM's businesses in increasing their commercial revenue in order to mitigate risks posed by volatility in federal funding. Currently the OST is providing direct business development and strategic planning assistance to 8 companies, continuing work on an assessment analysis of NM's defense ecosystem, and the creation of a web portal (NMDEC.net) that connects, strengthens, and supports this community. This web portal will be a one stop shop where businesses reliant on defense contracts can go for information on defense industry trends, business opportunities, and assistance in entering non-defense dependent markets. These efforts serve to create a more robust and diverse economy for New Mexico.

The Technology Research Collaborative (TRC)-Innovation Ecosystem Development: The TRC was created by statute to drive commercialization of innovative technologies from New Mexico's research universities and laboratories. The purpose of the TRC is to 1) establish advanced technology centers based on the wealth of scientific and technical talent that exists in New Mexico; 2) develop and create new intellectual property for the state, encourage new opportunities for business and increase jobs; 3) commercialize the intellectual property that is created; and 4) create a workforce to support enterprises based on the intellectual property created.

Workforce: The TRC was awarded a \$100,000 grant from the New Mexico Gas Company to create an Innovation Fellowship in the third quarter. This program is designed to create a pipeline of experienced serial entrepreneurs and strong managers to lead New Mexico's technology companies. The TRC and the staff of the Office of Science and Technology are currently recruiting student fellows from universities and colleges and creating a curriculum. These fellows will learn about the process of technology transfer and entrepreneurship from those actively commercializing technology in New Mexico. Fellows will then work alongside and within organizations comprising the entrepreneurial ecosystem such as the New Mexico Angels and science and technology start-up companies, themselves. The fellows will gain critical workforce experience and learn the ecosystem. They will provide feedback about the needs of the innovation ecosystem to the Economic Development Department and New Mexico's Legislators. This feedback will strengthen the connection between government and the entrepreneurial ecosystem in New Mexico and allow the changing needs of the ecosystem to be more efficiently met. This yearlong fellowship creates a pipeline of qualified employees, who can be further trained using JTIP and converted to permanent positions, to continue to grow New Mexico's science and technology ecosystem. In the long run this program not only creates jobs for New Mexican students, grows the talent pipeline for New Mexico technology companies, but may lead to long term job creation as these fellows contribute to the growth of these companies.

Encouraging New Opportunities for Business: The TRC launched a grant program—Innovation Vouchers. This competitive grant is designed to enable early stage science and technology companies to address unique pressing challenges and overcome barriers to reaching market potential. This is achieved by providing small amounts of funding at critical moments during company growth. These funds can be used to offset costs for services offered by approved

programs allowing companies to focus on and achieve strategic business development goals. For example, a company can use an Innovation Voucher for one month's rent at an incubator and thus be able to travel to pitch to investors and gain funding. The Innovation Voucher program leverages New Mexico's growing science and technology entrepreneurial ecosystem while providing support to the businesses leading the way. Launched at the end of the 3rdquarter the Innovation Voucher initiative has received 17 applications. The first round of awards will be made in early May.

Innovation Ecosystem Support: The Office of Science and Technology continues to support the efforts of groups such as New Mexico Bio, Innovate New Mexico, EPSCoR, and The New Mexico Technology Council. For example the OST supported New Mexico Bio by collaborating and organizing a pavilion at an international tradeshow and facilitating the STEP grant process so that bioscience companies can attend. In addition, the OST partnered with Los Alamos National Laboratory to create a website, a LinkedIn group, and networking events as a means of connecting national laboratory postdoctoral researchers whose positions are ending, workers retiring from the national laboratories, and trailing partners arriving in New Mexico as their spouses hire on at the national laboratories to New Mexico science and technology start-up job opportunities. This program retains high-tech and strong business and management talent in New Mexico and ensures the workforce available to high-tech companies is consistently getting stronger. During this quarter the OST also provided direct assistance to 32 companies providing help in areas ranging from FDA approval to financing.

NEW MEXICO FILM OFFICE (NMFO)

The New Mexico State Film Office is a division of the New Mexico Economic Development Department that serves the film and television industry locally, nationally and internationally. The office’s purpose is to market the state to this industry, service the productions and promote jobs for New Mexico residents. The division offers resources to producers, film crew and local filmmakers and works diligently to assist with the scouting of potential filming locations. The division consults with productions regarding the financial aspects of their projects, guiding them through the incentives such as the 25% to 30% Refundable Film Production Tax Credit and the Job Training Incentive Program for Film & Multimedia. The division also connects productions with the crew, vendor services and film liaisons throughout the state.

The division continues to focus on three (3) main initiatives: (1) Recruitment: Television, Feature Productions and Digital Emerging Media Projects/Companies; (2) Workforce Development; and (3) Statewide Industry Outreach.

	Target	Q1	Q2	Q3	Q4	FY17 YTD
Direct Spend into NM Economy	\$200M	\$144.6M	\$132.2M	\$113.1		\$389.9
Total number of New Projects in Principal Photography	63	25	9	11		45
Number of Projects over \$1M (total budget) in Production	20	12	15	13		40
Worker Days (crew size x days employed)	200,000	133,128	160,405	69,069		342,602

Recruitment: The division’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 division 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 division continues to work towards taking the lead in Emerging Media entrepreneurial opportunities in-state.

Highlights:

- In the third quarter New Mexico is smashing records once again with a banner winter-into-spring season that has kept our crew and actors consistently employed. Current features in production: *Fast Color*, *Fatal Mistakes*, *Highway*, *In the Middle of the River*, *Hyde Park*, *Rust in Peace*, *Will Gardner* and *Don’t Let Them In*. TV series that have wrapped: *Better Call Saul Season 4* (AMC) and *Mission Control* (CBS TV pilot). TV series in production (ongoing and new): *Get Shorty Season 1* (Epix), *Waco* (Spike TV series), *The Girlfriend Experience Season 2* (Starz), *Longmire Season 6* (Netflix), a soon to be announced Netflix feature, *Scalped* (TV pilot/Warner Horizon TV) and *The Night Shift Season 4* (NBC). As well as many exciting projects from local NM film makers: *Engineering Earth* (documentary), *Holy Traitor* (indie), *Patriot’s Price* (indie), *Rise of the Phoenix* (indie short), *Reelz Channel* (3 TV shows and national commercials), *The Darker Paths* (web series) and *The End of The Santa Fe Trail* (TV pilot).

- In the third quarter, fifty-four (54) new projects were logging in-progress / in-production.

The division was nominated as a finalist for “Outstanding Film Commission, 2016” by the Location Managers Guild International (LMGI). The LMGI awards are an internationally recognized celebration of the outstanding creative contributions of location professionals and film commissions from around the world. The LMGI awards pay tribute to contemporary and period film and television, as well as commercial advertising.

The division held a cast and crew screening for “*Logan*” filmed in northern New Mexico with over 320 attendees along with a welcome and thank you to crew by Karen Mbanefo, Vice President of Production Tax Planning and Incentives for FOX.

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 division’s priority program in training as it provides high-wage job opportunities with production companies where crew can diversify and advance their skill sets increasing retention and continual employment in the industry. As an additional incentive to the film tax credit, productions that hire qualifying, local crew are reimbursed fifty percent (50%) of a qualifying resident’s wages for up to 1040 hours. In addition, the program encourages veterans and reserve member components to apply transitional skill sets to this industry in an initiative entitled “Operation Soundstage.”

Highlights:

- In the third quarter: five (5) companies qualified for FCAP with thirty (30) resident participants. The division and training contractor held a training class for thirty (30) residents regarding how to handle and organize finances as an independent contractor and as a vendor to maintain continual employment in New Mexico.

Statewide Outreach: There are a variety of ways to work with local communities, schools, filmmakers and chambers in order to assist and promote the industry and the jobs it creates. The five (5) that have been identified by the division to increase the effectiveness of local outreach are (1) expanding upon the Statewide Film Liaison Network that trains designated community members in the production process and encourages filmmaking in rural areas; (2) collaborating Film Tourism efforts to give communities an additional way to market to visitors, to increase economic impact and to benefit from the success of the industry; (3) holding regional meetings and utilizing social media to assist in educating the public on the industry and the division’s resources; (4) developing educational networking initiatives to provide opportunities to learn about film and media programs available throughout New Mexico; and (5) expanding on two primary outreach events: the annual NM filmmakers Showcase and the annual Film & Media Industry Conference.

Highlights:

- In the third quarter: the division held its Fourth Annual Film Liaison Summit, on February 11th and 12th, with over 30 Liaisons in attendance for the two day event where Liaisons and the division gathered for informative workshops, networking and relationship building. The Outreach Coordinator and Office Administrator participated in the Institute of American Indian Arts career day where they met with students to inform them of the expanding opportunities and careers in the film and television industry. The Outreach Coordinator and division interns completed a promotional video for NMEDD's LEDA and JTIP programs. Lastly, the Governor's Charity Ball requested assistance in creating a "Call to Action" video for one of the three yearly featured charities. This year we created a video for Lifequest for debut at the 2018 Governor's Ball.

FY17 FIRST QUARTER COMPANIES ASSISTED										
DATE	COMPANY NAME	TYPE OF COMPANY	LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION*	NM EXPANSION	START-UP	RURAL	URBAN	TOTAL	
7/8	Vitality Works	manufacture medicinal supplements	Albuquerque		x			8	8	JTIP
7/8	NICOR Lighting	manufacturing	Albuquerque		x			13	13	JTIP
7/8	Descartes Labs	artificial intelligence technologies	Los Alamos			x		3	3	JTIP
7/8	Convergys	customer service center	Rio Rancho		x			100	100	JTIP
7/25	St. Claire's Organics	organic food processing	Santa Clara	x			10		10	LEDA/CBRDT
7/28	Unity BPO	healthcare IT infrastructure	Albuquerque		x			300	300	JTIP
8/12	Qynergy Corporation	tech-based advanced manufacturing	Albuquerque		x			3	3	JTIP
8/12	Boesse Brothers Brewery	food processing	Albuquerque			x		1	1	JTIP
8/12	Insight Lighting	manufacture LED light products	Rio Rancho					1	1	JTIP
8/12	Plenish	private label skin care products	Taos		x		8		8	JTIP
8/12	Lavu	point of sale software application	Albuquerque		x			16	16	JTIP
8/12	New Mexico Milling	food processing	Navajo Nation			x	19		19	CBRDT/JTIP
8/12	Positive Energy Solar	solar photovoltaic design & installation	SF,ABQ, LC					17	17	JTIP
8/12	Optomec	advanced manufacturing equipment	Albuquerque		x			1	1	JTIP
8/12	UbiQD	manufacture quantum dots	Los Alamos		x			14	14	JTIP
	McClintic RDM	advanced manufacturing	Albuquerque		x			12	12	LEDA
8/23	Medicus Billing & Consulting	medical customer service/billing	Las Vegas		x		10		10	JTIP
	Master Immediate Supply	sell parts and machine components	Santa Teresa	x			5		5	NMP
	Gamesa	wind turbine staging & distribution	Santa Teresa	x			25		25	NMP
9/9	Clock Shark	GPS technology-based applications	Albuquerque			x		9	9	JTIP
9/9	CSI Aviation	aviation logistics	Albuquerque		x			14	14	JTIP/CBRDT
9/14	Facebook	green data center	Los Lunas	x			50		50	LEDA/NMP
9/30	Niagara Bottling	drinking water bottling facility	Los Lunas	x			41		41	LEDA
10/13	STAR Cryoelectronics	advanced manufacturing	Santa Fe		x			11	11	LEDA
10/14	X2nSAT	satellite communications services	Las Cruces	x				45	45	LEDA/CBRDT
1st Quarter Totals				6	13	4	168	568	736	
FY17 SECOND QUARTER COMPANIES ASSISTED										
10/14	Alstate Steel, Inc.	metal fabrication	Albuquerque		x			15	15	JTIP
10/14	MrOwl.com	internet technology development	Albuquerque			x		1	1	JTIP
10/14	Little Toad Creek, LLC	micro brewery	Silver City		x		6		6	JTIP
10/14	P4Q Electronics	engineering & manufacturing	Albuquerque		x			3	3	JTIP
10/14	American Gypsum, Inc.	gypsum wall board products	Bernalillo		x		28		28	JTIP
10/14	SK Infrared, LLC	infrared imagers & detectors	Albuquerque		x			1	1	JTIP
10/14	Ryan, LLC	global tax services	Albuquerque		x			2	2	JTIP
10/14	BabyPage, LLC	online publishing	Albuquerque		x			4	4	JTIP
10/14	Mako Medical Laboratories	nationwide laboratory services	Albuquerque		x			4	4	JTIP
10/14	Whoo's Donuts	food processing	Santa Fe		x			10	10	JTIP
10/14	Century Automotive Services	finance and insurance	Albuquerque		x			11	11	JTIP
10/14	Old Wood, LLC	wood flooring manufacturing	Las Vegas		x		15		15	JTIP
12/5	Valley Cold Storage & Distribution	distribution	Santa Teresa		x		33		33	LEDA
12/9	Amfabsteel	fabricate architectural steel	Bernalillo		x		43		43	JTIP
	R.L. Jones	logistics	Santa Teresa	x			20		20	NMP
2nd Quarter Totals				1	13	1	145	51	196	
TOTAL JOBS AT MID-YEAR					26	5	313	619	932	
FY17 THIRD QUARTER COMPANIES ASSISTED										
1/9	Dean Baldwin Aircraft Painting	airplane painting	Roswell		x		70		70	LEDA
1/12	Keter Plastics	advanced manufacturing	Belen	x			175		175	LEDA
1/13	Phat Steel, Inc.	steel fabrication	Bernalillo		x		11		11	JTIP
1/13	Affordable Solar Installation	renewable energy	Albuquerque		x			10	10	JTIP
1/13	CSI Aviation	aviation logistics	Albuquerque		x			15	15	JTIP/LEDA
1/13	RiskSense, Inc.	cyber security	Albuquerque		x			8	8	JTIP
1/13	Century Automotive Services	finance and insurance	Albuquerque		x			5	5	JTIP
	Twin Cities	logistics and distribution	Santa Teresa		x		15		15	NMP
1/23	Wholesome Valley Foods	food processing	Berino		x		90		90	LEDA
1/30	El Pinto	food processing	Albuquerque		x			25	25	LEDA
2/10	Vitality Works	wellness products	Albuquerque		x			10	10	JTIP
2/10	Meow Wolf, Inc.	multimedia exhibits	Santa Fe		x			7	7	JTIP
2/13	T or C Brewing Company	food processing	T or C			x	9		9	LEDA
2/15	SolAero Technologies Corp.	advanced manufacturing	Albuquerque		x			100	100	LEDA/JTIP
3rd Quarter Totals							370	180	550	

*Relocation = company moved to New Mexico from another state; NM Expansion = New Mexico company expands here (creates new jobs) with NMEDD assistance

New Mexico Economic Development Department						
FINAL PERFORMANCE MEASURES & TARGETS	FY17	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	YTD Results
<i>By Division or Program</i>						
Office of the Secretary						
Total number of jobs created due to economic development department efforts	4,500	736	196	550		1,482
Number of rural jobs created	1,600	168	145	370		683
New Mexico Economic Development Partnership						
Number of jobs created through business relocations facilitated by the Economic Development Partnership	2,250	80	20	15		115
Number of potential recruitment opportunities (PROs) generated by Partnership marketing and sales activities	84	12	16	20		48
Economic Development Division						
MainStreet						
Dollars of private sector investment in MainStreet districts (in millions)	\$9	\$10.10	\$1	\$15.20		\$26.3
Finance Development Team						
Number of private sector dollars leveraged by each dollar through the Local Economic Development Act	10 to 1	25.2	0	14		Annual
Number of jobs created through the use of Local Economic Development Act funds	2,000	144	0	383		527
Community, Business, and Rural Development Team						
Number of successfully completed agency grant funded projects resulting in job growth, new investment, increased revenue or workforce development	15	0	1	1		2
Job Training Incentive Program						
Number of workers trained by the job training incentive program (JTIP)	1,500	315	600	493		1,408
Film Office						
Number of film and media worker days	200,000	133,128	160,405	69,069		340,602
Direct spending by film industry productions in millions	\$200	\$144.6	\$132.2	\$113.1		\$389.9