

New Mexico Economic Development Department Q4 FY2018 Performance Report

July, 2018

NEW MEXICO *True*
ECONOMIC DEVELOPMENT

NMEDD FY18 4th 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

Quarterly Highlights

NMEDD closed FY18 with a total of nearly 4,000 new jobs, 2,414 of which are in rural communities. LEDA investments supported the creation of more than 2,600 jobs, exceeding its metric by 413. Sixty-nine business expansions were assisted during the year. New Mexico MainStreet districts realized nearly \$54 million in private sector investment. The Community, Business & Rural Development Team assisted in the funding of 17 economic development projects with positive outcomes and conducted 50 BRE visits.

On June 29th Stampede Meat signed the final documents to purchase the former Tyson plant in Sunland Park. The project represents the largest jobs announcement in over a decade, creating 1,295 jobs at full capacity. The 285,000 SF building has been empty for several years; the company will invest \$36 million in infrastructure and in updating the facility. This location allows for collaborations with the NMSU College of Agriculture, as well. NMEDD will invest up to \$3 million in LEDA funds. New Mexico successfully competed against Texas, Oklahoma, and Iowa for the project.

The first announcement this quarter was the Leprino Foods announcement on April 4th. Five new jobs will be created for a total of 557 on site. The state will provide up to \$200,000 in LEDA funds to support the expansion and the construction of a refrigerated/freezer warehouse. The company will invest over \$15 million in the Roswell facility. Leprino Foods is the largest producer of mozzarella cheese in the world.

The Governor and Albuquerque Economic Development welcomed 2NDGEAR to Albuquerque on April 9th. Based in California, the company is a leading provider of certified refurbished IT equipment and software for educational systems. 2NDGEAR supports the entire IT lifecycle with services that include data destruction, imaging, deployment, office technology relocation, asset liquidation and warehouse outsourcing. The company will create 100 jobs, supported by JTIP, with an annual payroll of \$12 million, and additional economic activity of \$57 million.

Carenet Healthcare Services, headquartered in San Antonio, selected downtown Albuquerque for its latest expansion, which will create 244 jobs. The company will invest \$3 million in its new location. Both JTIP and LEDA (investment of \$636,566) supported this expansion. Carenet provides third party healthcare support to private and public institutions nationwide and has been in business for 30 years.

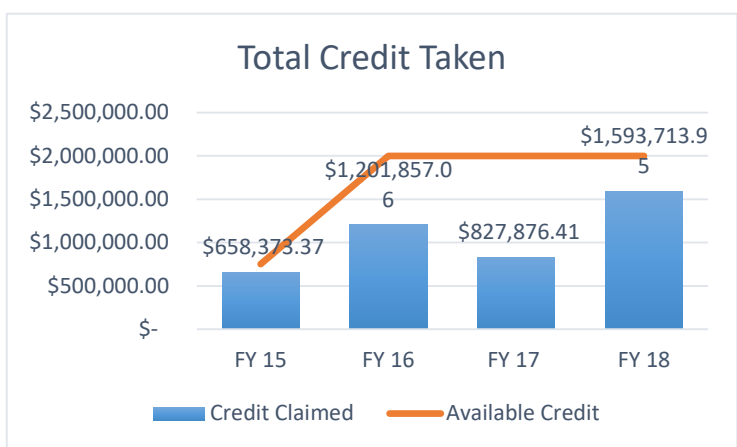
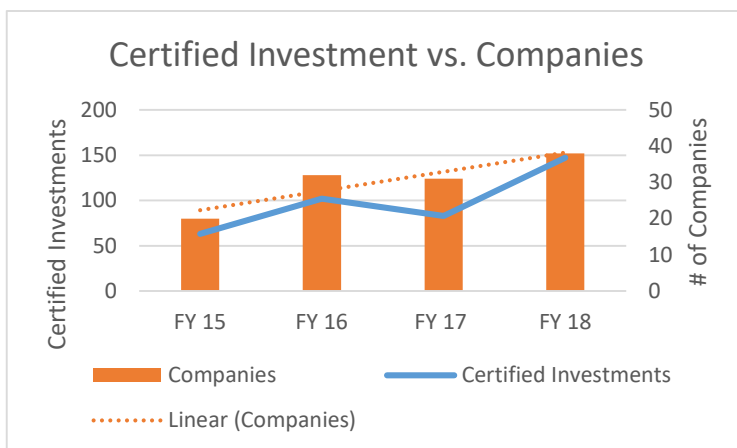
Corrugated Synergies International (CSI) celebrated the opening of its Santa Teresa facility on June 11th with Governor Martinez and local officials. Founded in 1982 and headquartered in Renton, WA, CSI is an innovator in sheet feeding to the corrugated cardboard industry. CSI invested more than \$31 million in infrastructure, production equipment, and the renovation of the building, creating 120 new jobs. New Mexico beat Nevada for this expansion.

Homegrown New Mexico company, Lavu, announced another expansion in June, creating 46 new jobs. This represents the third time in FY18 that NMEDD programs supported the growth of Lavu. The company will invest \$1.6 million on a new location in downtown Albuquerque. NMEDD is investing \$270,000 in LEDA funds. Lavu's point-of-sale system for restaurants is used in more than 80 countries.

Silver City will get 23 new jobs thanks to homegrown manufacturer, Agmechtronix. The expansion will be supported by both LEDA and JTIP. The company is investing \$1.5 million to renovate its new facility, and the LEDA investment is \$250,000. Agmechtronix makes economical, automated, agricultural equipment.

Angel Investment Tax Credit

In fiscal year 2018, 147 individuals invested in 38 companies. The amount remaining in the fund is slightly over \$406,000. More details are contained in the graphs below:



Measure	Target	Q1	Q2	Q3	Q4	Total
Total number of jobs created due to EDD efforts	4,500	627	313	967	2,087	3,994
Total number of rural jobs created	1,600	350	193	225	1,646	2,414

NEW MEXICO PARTNERSHIP (NMP)

This quarter two Partnership prospects made decisions to locate in New Mexico; Stampede Meat in Sunland Park and Corrugated Synergies International in Santa Teresa. Combined, these account for 1,415 jobs (vs. a total of 125 for FY2017), estimated capital investment of ~\$67M, and projected annual wages at full implementation exceeding \$30M. New Mexico successfully competed against Texas, Oklahoma, and Iowa for the Stampede Meat project, and against Nevada for Corrugated Synergies International. In addition, the Partnership was asked to facilitate the expansion of Northwire in Santa Teresa; the company executed a lease for 16,000 sq. ft. of expansion space which will house 15 new jobs. However, since this was not a competitive expansion, it does not count towards the Partnership's metrics.

This quarter, there were 16 PROs¹ generated and an additional 59 Leads². Prior years' data did not differentiate between PROs and Leads. Going forward, separating PROs from Leads is important to understanding where projects are in the sales cycle, however it also means that these two categories must be combined in order to be approximately "apples-to-apples" when comparing to prior years' data. On this basis, Q4 FY 2018 (75 PROs and Leads) exceeded Q3 FY 2017 (16 PROs and Leads) by a multiple of more than 4:1, and year to date FY 2018 is 214% of the volume in FY 2017 (137 vs. 64). This increase was primarily driven by more effective company targeting and appointment setting at highly relevant trade shows and sales missions, as well as projects arising from our two Familiarization Tours that were held in Q3 and Q4.

The Partnership had seven first-time site visits in the 4th quarter, equal to Q4 of the prior fiscal year.

AUVSI: The Partnership attended this autonomous vehicle trade show, along with representatives of Cibola, Dona Ana, and the Albuquerque Metro. Overall, more than 100 companies were met with in order to discuss opportunities in New Mexico for R&D, manufacturing, and testing of autonomous vehicles.

Global Petroleum: This trade show in Calgary was attended by the Partnership, Gallup, Lovington, and Four Corners. Over 30 meetings were pre-scheduled and conducted during the show. Follow-up is still ongoing; but to-date over 15 leads are being actively pursued.

Select USA/DC Sales Mission: The Partnership was joined by Gallup, Lea, Cibola, and Lovington at this foreign direct investment focused trade show. There were 47 meetings scheduled/conducted during the show. Follow-up is ongoing; but to-date 17 leads are being actively pursued. Meetings were also held locally with two consulting firms in the region to update them on New Mexico and the Partnership's activities.

¹ Potential Recruitment Opportunity.

² A PRO is required to have a defined headcount and real estate requirement; for a Lead the type of operation is known, and there is a defined decision path, however often details around headcount and real estate requirements are either still being developed by the company or are not yet being disclosed.

Modex: This is a leading supply chain, manufacturing and distribution trade show that is a new addition to the schedule. Participating local organizations included Cibola, Las Cruces, Los Lunas, and Gallup. Given the strong relevant corporate presence this will be retained as part of future years' calendars.

Northern/Central Familiarization Tour: The Northern/Central New Mexico Fam Tour was held in Bernalillo. There were four national site selectors in attendance, and representatives from 15 New Mexico communities attended and had individual meetings with each of the site selectors. One of the attending consultants arrived early in order to conduct a site visit of locations relevant to a current project. Another that attended has engaged the Partnership in two new projects subsequent to attending the Fam Tour.

Minneapolis Sales Mission: Minneapolis was new to this year's sales mission schedule, and the focus was on meeting with three major consultancies located there and familiarizing them with New Mexico and also with the mission of the Partnership. In addition, a meeting was held with a company that has an active project with the Partnership, and they provided an update on progress, identified additional information that was needed from New Mexico, which has been provided.

Atlanta Sales Mission: This sales mission focused on meeting with major consulting/brokerage firms. Meetings were held with four firms and attended by the Partnership and representatives of Las Cruces, Los Lunas, Gallup, and Cibola.

Dallas Sales Mission: Met with five consultancies/brokerages in Dallas in order to update them on New Mexico and the Partnership's activities. This was also an opportunity to discuss existing projects these firms are currently engaged in with the Partnership.

Locates

Month	Company Name	Jobs	Community	Square Feet	Capital Investment	Estimated Annual Wages	Competing States	Origin State
June	Stampede Meat	1,295	Sunland Park	142,375	\$36M	~\$29M	Texas, Oklahoma, Iowa	Illinois
June	Corrugated Synergies International	120	Santa Teresa	140,000	\$31M	~\$4M	Nevada	Washington

Potential Recruitment Opportunities (PROs)

Statewide	Community Specific	Specific to the Border Region	
Airport	Butcher	Box	Luz
Deco	CG	Caesar	SJ
Food Grade	Tibet	Clay	White
Hotel		Dial	
Koko		Lean	

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of jobs created through business relocations facilitated by the NMP	2,200	0	0	0	1,415	1,415
Number of potential recruitment opportunities (PROs) generated by Partnership marketing and sales activities	84	18	8	10	16	52

ECONOMIC DEVELOPMENT DIVISION

JOB TRAINING INCENTIVE PROGRAM (JTIP)

FY18 Goals & Objectives

Goal 1: Increase company participation in JTIP

Objective:

- Promote JTIP in every region of the state, partnering with the CBRDT Regional Reps, the FDT and local and regional economic development organizations

Goal 2: Increase company participation in rural locations

Objectives:

- Work with the JTIP Board to amend JTIP policy to expand eligibility for companies in rural locations
- Deploy additional JTIP FTE to all rural regions of the state to:
 - Market and promote JTIP and Step Up in rural areas, partnering with CBRDT Regional Reps, the FDT and local and regional economic development organizations
 - Develop and maintain marketing materials specifically targeting rural companies
 - Assist qualified rural companies through the JTIP application process
 - Assist approved rural companies throughout the JTIP project period with project administration, including required reporting and compliance procedures

Twenty-six businesses were approved by the JTIP board in the fourth quarter, fifteen of which were founded in New Mexico. 315 new jobs were approved at an average wage of \$21.81 per hour and 1 intern will gain valuable work experience with a participating company.

220 jobs were approved for 13 companies in rural areas including Bernalillo, Santa Teresa, Alamogordo, Farmington, Corrales, Loving, Deming, Taos, Ruidoso and the Navajo Nation at an average wage of \$18.02 per hour.

The Film Crew Advancement Program (FCAP), one of the two JTIP for Film and Multimedia programs, approved 9 companies to train 105 crew members at an average wage of \$22.53 per hour.

At the end of Q4 all available funds were obligated. JTIP will begin FY19 with \$9M.

Companies Assisted by JTIP in the 4th Quarter	
1. Advanced Network Management	Albuquerque
2. Amfabsteel, Inc.	Bernalillo
3. Bosque Brewing Company	Bernalillo
4. Compass Components	Deming
5. CSI Aviation	Albuquerque
6. Ideum, Inc.	Corrales
7. Montel Fabrication & Rebuild	Deming
8. National Water Services, Inc.	Santa Fe
9. New Mexico Consortium	Los Alamos
10. NM Solar Group	Albuquerque
11. Noisy Water Winery & Cellars	Ruidoso
12. OpenEye Scientific Software	Santa Fe
13. Passages International	Albuquerque
14. PESCO, Inc.	Farmington
15. PPC Solar, Inc.	Taos
16. PreCheck, Inc.	Alamogordo
17. Raytheon Company	Navajo Nation
18. Resilient Solutions 21, LLC	Albuquerque
19. Rhodes Group, Inc.	Albuquerque
20. RingIR, Inc.	Albuquerque
21. Rural Sourcing, Inc.	Albuquerque
22. Sendero Midstream Partners, LP	Loving
23. Universal Sheets, LLC	Santa Teresa
24. Visual Impact PrePrint, LLC	Santa Teresa
25. Vitality Works, Inc.	Albuquerque
26. Xpansiv Data Systems, Inc.	Albuquerque

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of workers trained by JTIP	1,850	682	336	297	421	1,736
Average hourly wage of jobs funded by JTIP	NA	\$19.28	\$18.28	\$29.27	\$21.81	\$21.48

FINANCE DEVELOPMENT TEAM (FDT)

FY18 Goals & Objectives

Goal 1: Deploy capital outlay funding to attract capital investment and job creation for communities through LEDA

Objectives:

- Encourage more communities to adopt the local option gross receipts tax (GRT) or municipal/county GRT increment. This team will make presentations to 10 communities about the importance of adopting these tools.
- All funded LEDA projects with final approved documents will be made available online for transparency.

Goal 2: Identify New Mexico businesses with expansion potential and assist them in creating jobs by structuring financing assistance programs.

Objectives:

- Pursuant to SWEDFA, provide and submit economic development determinations for the New Markets Tax Credit, Collateral Support, and Local Government Planning Fund Programs.
- Pursuant to EB5 policy, provide TEA designation certifications and/or letters of support to EB5 Regional Center applicants that are qualified.

LEDA

Six projects were funded, representing the creation of 1,733 new jobs and \$87 million in new capital investment.

Project	County	Total Private Investment	LEDA Investment	Security	Job Creation	Leverage
Agmectronix, LLC	Grant	\$1,545,000	\$250,000	TBD	23	6.18
Carenet Health Services	Bernalillo	\$3,000,000	\$636,566	TBD	244	4.71
Corrugated Synergies International	Dona Ana	\$30,000,000	\$1,005,000	Surety Bond	120	29.85
Lavu	Bernalillo	\$1,670,000	\$270,000	TBD	46	6.19
Leprino Foods	Chaves	\$15,000,000	\$200,000	Letter of Credit	5	75
Stampede Meat	Dona Ana	\$36,000,000	\$3,000,000	TBD	1,295	12
Total		\$87,215,000	\$5,361,566		1,733	16.3

FUNDIT

The FUNDIT initiative met once during the quarter and heard presentations from the Belen Great Blocks on MainStreet, Mescalero Dam Mitigation, Edgewood SWCD Conservation Education Project and Questa Economic Development Fund Lodging Project. Great Blocks was connected to DOT funding sources and their MPO representatives.

CREDIT ENHANCEMENT PROGRAM (CEP)

The Credit Enhancement Program was officially inaugurated in the quarter and began to participate in loan guarantees with banks by utilizing up to \$5,000,000 in repurposed State Small Business Credit Initiative (SSBCI) recycled funds currently held by the New Mexico Finance Authority. The CEP approved loan guarantee funding for two projects in Q4:

4K Restaurant Group LLC (Firehouse Subs)

Loan Amount: \$580,000

Total Project: \$725,000

NMEDD: \$100,000

Location: Hobbs

Jobs: 25

Sippy and Opal's LLC

Loan Amount: \$90,000

Total Project Cost: \$320,000

NMEDD: \$9,000

Jobs: 8-12 PT

Location: Roswell

FINANCIAL & TECHNICAL ASSISTANCE

The FDT met with 11 businesses to assist them with their financial needs. The FDT discussed financial opportunities and programs which could help them expand, start or hire new employees:

1. Sturdy Homes, Albuquerque - Home manufacturing
2. Kas Craig, Albuquerque - Start-up
3. Tender Love, Albuquerque - Entrepreneurial support for women wanting to start sewing/textile businesses
4. Private Label, Taos - Personal care manufacturing
5. Preferred Produce, Deming - Food manufacturing
6. Open Eye Scientific, Santa Fe – High technology
7. Bearded Ape, Cuba - Small motor repair company
8. Duke City Gladiators, Albuquerque
9. ISBU IT, Gallup – Manufacturer of modular homes
10. Fourth & Up, Santa Fe - Design firm

The Finance Development Team presented 5 webinars with over 200 participants. Currently, the FDT has archived twenty recorded webinars on EDD's YouTube page. The FDT completed 22 company financial analyses for the JTIP program, and a total of 82 for FY18.

The Rural Efficient Business Program, a collaboration between the FDT, USDA and Energy and Minerals Department, presented one workshop in Deming during the quarter with approximately 20 attendees participating.

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of private sector dollars leveraged by each dollar through LEDA	12:1	101.41	5.42	7.85	16.3	36
Number of jobs created through the use of LEDA funds	2,200	450	100	330	1,733	2,613

NEW MEXICO MAINSTREET (NMMS)

The New Mexico MainStreet Program in partnership with local affiliate's and local government partners continues to have a huge impact on 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. Local MainStreet programs reported **\$4,892,967** in Private Sector Reinvestment; **79** Private Building Renovations; **34** Net New Business, **4** Business Expansions; and the creation of **165** Net New Jobs in their districts during the Fourth Quarter.

FY18 Goals & Objectives

Goal 1: Stimulate private sector reinvestment into the built environment within MainStreet districts.

Objective: Provide professional, technical assistance in practical design and planning practices, engineering and finance, implemented through a Metropolitan Redevelopment Area, MainStreet Façade Squads, MainStreet "PlaceMaking," Great Blocks on MainStreet, and Public Infrastructure reinvestment.

Goal 2: Grow new businesses in downtown areas.

Objective: Provide technical assistance on entrepreneur development, economic vitality, business retention and expansion, and recruitment: accessing financing tools, accessing incentives, and grants from foundation partners.

Goal 3: Complete building rehabilitations in MainStreet districts to support business expansion, business start-ups and entrepreneurial ventures and furthers the ability of the local organization to market the district as a destination for residents and visitors.

Objective: Provide assistance to MainStreet organizations' façade renderings, historic preservation treatments, accessing revolving loan fund for building rehabs, access to historic preservation tax credits, local LEDA funds, HUD, EDA and CDBG grants.

Reinvestment, Business, and Project Funding Highlights:

- \$1.4 million in Las Cruces Amador Project, Community Enterprise Center, and Coronado Office.
- \$550,000 in Las Vegas which included interior and exterior renovations of the Castaneda Hotel and dining and kitchen improvements to the Plaza Hotel.
- \$4.3 million in Portales with a majority going toward the complete renovation of the long vacant and dilapidated Portales Inn. Other significant private sector investments include the building expansion of AMB nails and \$8,000 in façade improvements to Pebsworth Insurance.
- Five new business opened up within the Harding County MainStreet district resulting in the creation of 7 new jobs for the community. This includes a new brewery and fencing operation in Mosquero, a well service business and coffee shop in Roy, and a building construct, excavation and grading company in Solano.
- The Clovis MainStreet district reported the opening of 6 new businesses. The Hub Destination; Genius Communications; Still Waters Massage; Mindfield: Scott and Mitch Studio; Just Kilm Me Now; and RnR Tire Express combined to create 9.5 fulltime equivalent jobs.
- **New Mexico Resiliency Alliance awarded 10 MainStreet projects a total of \$43,000 in FY2018 Resilient Community Fund grants. See chart below.**

2018 New Mexico Resiliency Alliance/McCune Grants for NMMS Projects		Amount
MST or C	Organizational Challenge Grant	\$2,000
Zuni Pueblo MS	"Made in Zuni" Branding Campaign	\$3,400
Alamogordo MS	Downtown Ambient Lighting Project	\$5,000
Belen MS	Multiple Building Façade Squad Project	\$4,400
Farmington MS	Interpretive Photo Mural & Courtyard	\$5,000
Lovington MS	Lovington Library Reading Parklet	\$4,000
Raton MS	Community Build Parklet and Floating Crosswalks Project	\$2,000
Silver City MS	Broadway Streetscape Project	\$3,700
Tucumcari MS	Breezeway Mural Initiative	\$5,000
Clovis MS	Engaging People Through Public Arts/Murals Project	\$5,000
Ruidoso Midtown Assoc.	Promotional activities for RMA	\$3,500
Total:		\$43,000

Measure	Target	Q1	Q2	Q3	Q4	Total
Dollars of private sector investment in MainStreet districts (in millions)	\$9	\$34,383,993	\$7,113,692	\$7,510,930	\$4,892,967	\$53,901,582

COMMUNITY, BUSINESS & RURAL DEVELOPMENT TEAM

FY18 Goals & Objectives

Goal 1: Support economic growth and diversity by identifying and assisting new and existing businesses with the potential to create new jobs and investment.

Objectives:

- Continue the Business Retention and Expansion (BRE) Program; identify businesses not previously surveyed and continue relationships with economic base companies throughout each region
- Provide technical assistance to business startups and entrepreneurs, ensuring they receive the mentoring necessary for economic growth and sustainability
- Assist in recruiting new businesses through the PRO process with the Partnership or small, target-based local or regional marketing programs
- Improve marketing and outreach efforts

Goal 2: Increase the capacity of communities and regions to identify and realize their vision for economic prosperity

Objectives:

- Provide training on EDD and stakeholder programs and services
- Facilitate strategic planning
- Assist in branding and marketing plan development
- Facilitate the adoption of LEDA and the local option gross receipts tax

Goal 3: Assist communities in developing and funding projects that will result in economic growth in the community or region

Objectives:

- Provide technical assistance to communities or regions resulting in the identification of projects that will facilitate economic growth
- Identify resources and technical assistance necessary to implement projects

FUNDED ECONOMIC DEVELOPMENT PROJECTS RESULTING IN JOB GROWTH, NEW INVESTMENT OR INCREASED REVENUE

1. Little Toad Creek, Silver City/Las Cruces: Through the assistance of the Regional Representative Little Toad Creek was able to expand their brewing operation in Silver City, which resulted in \$80,000 in private investment in the Las Cruces MainStreet District, and additional jobs at their new tap room.

2. Erickson Metals, Santa Teresa: As a result of a Business Retention and Expansion (BR&E) visit conducted by the Regional Representative during the 2nd quarter of FY18, the company was able to acquire \$1,000,000 in additional equipment and hire 3 new positions during the 4th Quarter.
3. Callahan West Brewery, Mosquero: The Regional Representative assisted with the company's business plan, and provided funding options and other technical assistance, which resulted in \$125,000 in new private investment in this Harding County Frontier community. Additionally, this resulted in occupancy of a longtime dormant building which will bring revitalization to downtown Mosquero and is expected to create jobs.
4. Metal Rail Tanks, Las Vegas: Through the assistance of the Regional Representative this company was able to locate in Las Vegas from Houston, Texas. The company has invested \$135,000 in new equipment and is currently renovating a previously vacant building.
5. La Cueva Farms, Las Vegas: As part of the Luna Community College Community Commercial Kitchen, the Regional Representative assisted La Cueva Farms utilize the kitchen for the production of jams and jellies. This commercial endeavor has resulted in retaining an industry (Salmon Ranch), and generating additional income in this agriculture venture.
6. 2NDGear, Albuquerque: The Regional Representative worked with the City of Albuquerque and Albuquerque Economic Development (AED) in helping secure the company in downtown Albuquerque. This company is expected to utilize JTIP for the 100 jobs they will be creating in the next 5 years.
7. Keter Plastic, Belen: Through the efforts of the NMEDD's Research and Marketing Department and the Regional Representative's Business Retention and Expansion (BR&E) visit, it was discovered that Keter Plastic, in Belen, was sourcing their pallets from a company in Texas. Through the efforts of the Regional Representative and the entire community, a New Mexico company (in Albuquerque) was identified as a possible source of pallets; thus resulting in Keter purchasing pallets in New Mexico.

Other Activity During the Third Quarter:

Region 1

As a result of the assistance from the Regional Rep, 2 companies received JTIP funding for a total of 39 jobs

As a result of the assistance from the Regional Rep 2 new companies have been identified as JTIP eligible.

Region 2

The Regional Representative worked with Questa Economic Development Foundation (QEDF) in developing their plan for a new lodging project in Questa. Through these efforts along with

utilizing FUNDIT, five potential funding streams for the project have been identified. QEDF will complete a formal action plan for the project to present at the September 2018 FUNDIT meeting.

The Regional Representative assisted the SBA in drafting a feasibility study for Taos Spa and Tennis Club to submit to USDA for a \$367,000 Renewable Energy for America (REAP) grant. Final decision on the grant application is expected in the 1st Quarter of FY19.

Region 3

The Regional Representative worked with the City of Albuquerque and Bernalillo County in finalizing 3 LEDA Projects, resulting in the announcement of 390 jobs.

The Regional Representative has a pipeline of 5 active LEDA projects expected to finalize and announce in the first quarter of FY19; 4 new companies have been identified as JTIP eligible and 3 new potential LEDA projects have been identified.

Region 4

Through the assistance of the Regional Representative, Conchas Lake preservation project was selected as a MainStreet Frontier Community and Santa Rosa has been selected as a MainStreet Accelerator Program.

Region 5

The Regional Representative assisted in finalizing and completing 3 LEDA projects in Silver City, Santa Teresa and Sunland Park, resulting in 1,343 new jobs being announced.

The Regional Representative has continued to work with previous LEDA awardees and is working with two companies: CN Wire and Solaro, both of which are continuing to expand.

Region 6

The Regional Representative helped identify 2 Collateral Enhancement Program (CEP) applicants that have resulted in gap funding through CEP for the businesses.

The Regional Representative worked with Chaves County to finalize a LEDA project for Leprino Foods.

The Regional Representative has 2 active LEDA projects expected to finalize in the first quarter of FY19 and also has identified 3 other potential LEDA projects for development in FY19.

Of the 18 LEADS grants awarded in FY18 (16 of 18 resulted in positive results consistent with their scope of work. One project was canceled and one is on hold pending receipt of deliverable)

Sandoval County – Due to funding received through LEADS, county staff worked with 65 individual businesses and have identified 13 e-based manufacturers that are home-based and 9

remote workers that are employed by out-of-state companies. This grant helped create 27 jobs.

Cibola County – Attended trade shows and sales missions resulting in 40 contacts, 2 active projects, and 1 site visit.

Greater Gallup Economic Development Corporation – Marketing and recruitment through trade shows and sales missions, resulted in 196 contacts and created 24 jobs.

Four Corners Economic Development (4CED) – Attended 8 conferences and trade shows. As a result, 4 businesses are actively engaged with 4CED. Two site visits have been scheduled, with the potential of 50 jobs.

Los Lunas Economic Development – Attended 2 trade shows, resulting in 160 contacts, and 5 direct meetings with potential business projects in Los Lunas.

Santa Fe County – Successfully completed phase 1 of their value-added agriculture project. Phase 1 demonstrated feasibility and justification to move forward with phase 2 of the process.

Guadalupe County – 15 BR&E surveys were conducted. Out of those surveys, 6 business have been able to create 28 jobs.

Greater Tucumcari EDC – Through their work readiness program 13 business have been involved in identifying workforce needs in their area. To this point, no new jobs have been created, but the work readiness program curriculum has been identified and created to assist in addressing the needs of the area.

Grow Raton – The Coal Camp Commercial Kitchen Project resulted in 10 individuals completing Food Manager Training, which provided them the opportunity to produce and sell their products commercially.

Las Vegas-San Miguel Economic Development – Project on hold awaiting deliverable report. The organization's director position was vacant for part of the grant cycle.

Mesilla Valley Economic Development Association - Targeted trade shows and sales missions resulted in 50 leads, 15 site visits, and 5 completed projects. A summary of jobs and business activity from LEADS are: CSI (VIP and US trade Shows), TLC (Center and Hub trade shows), Stampede Meats (Food Processing Trade Show).

Santa Clara – The Santa Clara LEADS Grant was awarded to help the community develop an outdoor Mercado. This Frontier community has successfully developed the Mercado and it has resulted in 12 vendor spaces for rent. These spaces are designed for both pop-up businesses for short term seasonal activity and startups interested in serving the Village market on an ongoing basis. This grant has resulted in new business activity. The jobs created are seasonal and retail-related, but the business activity has created new local tax revenue.

Southern Luna County ECDC - Cancelled contract due to lack of volunteers to complete the project. The organization did not utilize the LEADS grant funds.

Carlsbad Department of Development - Attended trade shows which generated 10 interested contacts for follow-up and hosted 2 site visits.

Clovis Industrial Development Corporation - Attended trade shows, which resulted in the following successes: a new milk distribution facility is under construction and will service Southwest Cheese. This facility will improve the turnaround time of the trucks as well as cut their distance traveled and reduce their carbon footprint by 1,095,000 miles annually.

- Business Retention & Expansion successes: The 3rd Phase of Wind Energy in Grady will begin in August; Completed Southwest Cheese Phase III expansion, which resulted in 80 new jobs; Two solar projects and one wind project are in the works; Two (2) Canon Air Force Base support companies have helped create 71 new local jobs in 12 different businesses in the greater Clovis area. Overall, the BR&E process helped retain 126 jobs. The Workforce Development program co-sponsored two job fairs, with over 46 businesses involved in each job fair; and, created an updated job integrated website, co-sponsored with the Chamber of Commerce. This has been extremely successful as the industries and businesses in this area are now recognizing this website as an excellent recruiting tool. It is becoming a source for job seekers as well. So far, 132 businesses have utilized the service and it has created 42 jobs.

Economic Development Corporation of Lea County - Attended a supplier/buyer conference with 80 businesses. Attended a site selector event with 40 businesses and conducted headquarters visits and meetings in Houston with Lucid, Rover Petroleum, Site Selection Group, Holly Frontier, XTO Energy, and Vaquero Midstream. They also conducted headquarter visits and meetings in Dallas with Crestwood: Sendero Midstream, Marathon Oil, Oxy, Chevron, and Targa Midstream. As a result of these activities 41 contacts have been made. There have been an additional 45 jobs created and there are 6 active projects.

Otero County Economic Development Corporation - Attended trade shows; contacted 30 companies; generated 60 leads and hosted 3 site visits.

Lovington Economic Development Corporation – Attended trade shows and sales mission resulting in 100 contacts, 4 active projects, and 2 site visits. Completed one project: The Lea Theatre, which included renovation of the outdoor marquee and made improvements to the snack area.

Final Year End Numbers of the Community, Business & Rural Development Team

- Completed 50 Business Retention and Expansion Surveys
- Had direct interaction with 31 local EDO's
- Contacted 70 startups, expanding, or relocating economic-base businesses

- Assisted with 23 grant applications
- Assisted or managed 16 completed LEDA projects and has 7 active LEDA projects in the pipeline

Measure	Target	Q1	Q2	Q3	Q4	Total
Number of funded economic development projects resulting in job growth, new investment or increased revenue	15	3	4	3	7	17

OFFICE OF SCIENCE & TECHNOLOGY (OST)

The Office of Science and Technology has been without an office manager since May, 2018. However, records of program activities are sufficient to provide the following Q4 report. An offer to a qualified candidate should be completed at the same time as this report is submitted.

FY18 Goals & Objectives

TECHNOLOGY RESEARCH COLLABORATIVE

Goal: To advance New Mexico's Innovation and Entrepreneurial Ecosystem by ensuring that the science and technology pipeline flows freely from innovation to enterprise resulting in the development and retention of technology companies and jobs. The TRC wants to create a state-wide collaborative, startup, and entrepreneurial community that is positioned for expansion and growth.

Objectives:

- Streamline and ease access to innovation from New Mexico's research institutions. This objective advances the creation of technology companies and leverages federal and state research and development
- Ensure seed funds for New Mexico's nascent technology companies. This will support company and job creation and growth
- Leverage federal research funds in New Mexico by bridging the valley of death from research and development to commercialization. This will convert research & development spending in the state to jobs, companies, and economic growth
- Assure the presence of talented technical managers to staff technology companies built on these innovations. This will be achieved through collaboration with NM's educational institutions and will result in job creation.

New Mexico Innovation Vouchers

The New Mexico Innovation Voucher program provides small competitive grants that enable businesses to meet strategic business development goals. During the 4th quarter, four (4) Innovation Voucher awards were made: Montibon Provenance International, Pivotal Biotech, ClearStream Technologies, and Ingenuity Software Labs.

The most common NAICS codes of the awardees are in Research and Development in Biotechnology, Medical Equipment Supplies and Manufacturing indicating that New Mexico is home to a number of nascent biotechnology, bioscience and health companies which are actively growing.

NM-Israeli Business Summit

During the quarter the Science and Technology Office co-hosted with the International Trade Division a NM-Israel Business Summit which involved 27 attendees. Five (5) New Mexico companies and five (5) Israeli companies presented. The event was organized to connect and

spur conversation and potential business relationships between NM companies and Israeli companies. Immediate results include UbiQD finding a partner (SupPlant) to apply for BIRD foundation funding and SciVista lining up three more demos of their product. There is potential for these leads to be developed which may increase sales, revenue, etc. over time. The Israeli companies that participated were Cinema2Go (C2G), Petrus Group, Pro Sight, Reali Technologies Ltd. and SupPlant.

SBIR Matching Program

Each year, New Mexico companies receive over \$17 million dollars of federal investment from the Small Business Innovation Research (SBIR) program. The Office created a matching competitive grant program to provide companies with business development assistance to accelerate the commercialization of SBIR supported research and development. The Q4 awardees are IR Dynamics, Osazada Energy and Vibrant Corporation.

FY18 Goals & Objectives

DEFENSE INDUSTRY ADJUSTMENT PROGRAM

Goal: Mitigate the risk posed by cuts in federal spending to and strengthen New Mexico's economy by developing and implementing diversification and assistance strategies for companies impacted by reductions in Department of Defense budgets.

Objectives:

- Advance the Virtual Industry commons web portal that serves as a conduit for gathering and sharing information, leveraging assets, and modeling the evolving New Mexico Defense Industry. This will be achieved by continuing data collection and outreach to users
- Implement the adjustment strategies developed in the pilot study at a statewide scale. This will further benefit New Mexico through diversification of the state's economy.

Technical Assistance to NM Companies

In the quarter, the Office assisted 28 companies and over the year, the Office assisted a total of 127 companies, mostly early stage startups, leading to companies receiving patents, creating new jobs, bringing new products to market and raising investments.

Defense Industry Adjustment Program

This program is dedicated to assisting New Mexico-headquartered DoD-dependent companies diversify their revenue base. The project closed out in Q3, including the launch of the "NMDEC.net" web portal. The final report on the asset directory and supply chain map are complete as is the final SWOT analysis. The office has prepared a draft of a phase II DIA grant request that will be submitted in FY19.

FY18 Goals & Objectives

Goal 1: Increase the number of companies which are new to export, i.e. companies which have not previously exported and are doing so for the first time.

Objectives: Conduct overseas trade shows and trade missions in accordance with major trends and depending on underlying economic conditions and the importance of the market to New Mexico.

- Host two to three trade shows per geographical region, demonstrating the most economic strength and dynamism and better suited to New Mexico exporters. North American Market – Canada & Mexico; South American Market – Chile, Colombia and Peru; Asia Pacific Region – Japan, China and ASEAN Southeast Asian region; Europe and the Middle East.
- Recruit a minimum of 5 companies per trade show and increase the number of trade shows abroad where New Mexico companies will be represented in order to diversify market exposure and offer greater choice to New Mexico companies.
- Focus on unique NM food and beverage products like the Singapore Food and Hotel Asia event which saw participation by 4 NM companies thereby helping to increase exports of processed, value added food and beverage products to fast growing markets in Asia, Europe and the Middle East.
- Reinstate our former Greater China Trade Office in Taiwan which was in operation since 1991 and produced over \$18 million in export sales for NM companies. Currently, our only overseas trade office is in Jerusalem, Israel and covers the Middle East market region.
- Organize and lead more trade missions with assistance from the US Department of Commerce under the Gold Key Service.

- CSI Aviation, Inc., Albuquerque, participating in Air Africa and Defense with support under the SBA STEP Grant, exported its first \$2.5 million Surveillance Seeker Aircraft to Ghana.
- Defiant Technologies, Inc., Albuquerque, participated in the CIEPEC Environmental Trade show in Beijing, China, with assistance from the STEP Grant, and has exported \$450,000 of laboratory instrumentation for field testing of water and chemical contaminants.
- CDS Lighting participated in the HD Lighting Trade Show in Las Vegas, Nevada, with first time export sales of \$50,000.
- Old Wood, LLC, Las Vegas, company participated in the Osaka Home Show to promote its line of wood flooring materials and exported \$1 million to the Kuwait Ministry of Education to be installed in their new facility, adding 3 employees to their staff.
- Falcon Industries, Moriarty; Wicked Edge, and Santa Fe Stoneworks participated in the Shot Show in Las Vegas, Nevada and the IWA Outdoor Classics trade show in Nuremberg, Germany and successfully exported a combined total of \$400,000 to Germany and Austria.

- Private Label Select, Ltd., Taos, participated in the Natural and Organic Products UK with sponsorship from the SBA STEP Grant. The company exported \$50,000 to the European market and also made first-time shipments to New Zealand.
- Pajarito Powder participated in the International Fuel Cell Conference in Tokyo, with sponsorship from the SBA STEP Grant, and expanded sales of hydrogen fuel cells to major Tokyo research facilities.
- OIT conducted meetings with NM exporters during a visit to NM by Mr. Seth Vogelmann, Associate Director of the NM Middle East trade office, to assist with potential exports to the Middle East region and as a follow-up to the high tech video conference conducted by the Office of Science and Technology.
- OIT arranged a Doing Business in Taiwan Seminar/Workshop in Albuquerque with 15 NM company participants, including a presentation by Mr. Steve Lee, director of the State of New Mexico, Greater China Trade Office in Taipei.
- The Taiwan Trade Office brought the Aviation Education Foundation Company from Taiwan to sign an MOU with Del Sol Aviation and Vertical Limit Helicopter, both of Albuquerque, in order to commence flight training for an initial 20 aviation cadet/trainees from mainland China; ten in fixed wing aircraft and ten in rotary wing aircraft. With contract renewals, it is expected to produce training for up to 220 pilot cadet/trainees over a 2-year period.
- OIT participated in the Food and Hotel Asia 2018 Exhibition in Singapore with 4 New Mexico companies and subsequent Gold Key Service outreach to Hong Kong and Taipei, Taiwan. Companies generated over \$35,000 in floor sales at the event.

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.

Measure	Target	Q1	Q2	Q3	Q4	Total
Worker Days (crew size x days employed)	230,000	57,104	46,061	65,349	91,447	259,961
Direct Spend into NM Economy (in Millions)	\$260M	\$55.70M	\$42.5M	\$56M	\$80M	\$234.2M

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 fourth quarter film and TV production were on the upswing with the arrival of several full season orders of major TV series: **Midnight, Texas** Season 2 (NBC), **Chambers** Season 1 (Netflix), **Messiah** Season 1 (Netflix), Warner Bros. television series, NBC television pilot, **Complexity** (pilot, indie) and **The Weird Place** (web series). Current feature films in production include: **Creed 2** (Warner Bros.), **Corporate Animals** (indie), **Dying for a Baby** (Lifetime), **Deadly Desert Vacation** (Lifetime), **Walking with Herb** (indie) **Refug-e** (documentary), **Voice from an Unmarked Grave** (indie), **Radio Silence** (indie) and **Pescador** (indie). New Mexico was also the choice this quarter for 3 national Toyota commercials and several music videos.

The film division exceeded the worker days' goal of 230,000 by 29,961 days. The total direct spend was below the target of \$260M due to number of factors. As the industry at large transitions from an emphasis on feature film production to more television and streaming programming, the overall budget aggregate is trending towards smaller overall budgets, but longer episodic show runs (hence more worker days). Inevitably the industry will always have fluctuations due to success and demand. A number of series were delayed in their productions schedules resulting in fiscal year crossover as well. The overall media market landscape continues to evolve and New Mexico is well positioned to accommodate the changing emphasis of programming.

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 fourth quarter: nine (9) companies qualified for FCAP with one-hundred and five (105) resident participants at an average wage of \$22.53 per hour.

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 monthly 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 fourth quarter: the division launched the monthly educational speaker series which covers all topics relevant to the film and media industry. Attendees will have the opportunity to learn more about the resources the NMFO can provide and how the community can work

with the film and television industry in NM. April's topic covered "How to Become a Production Assistant with forty-eight (48) attendees; May's topic covered "Budgeting and Accounting in the Film Industry" with fifty (50) attendees; and June's topic covered "The New Mexico Film Incentive Process" with thirty-five (35) attendees.

The division continues to send out a monthly newsletter to over 5,700 subscribers highlighting events, liaisons, podcasts and production information.

The division had working interns on two (2) Toyota commercials, "The Gold Finch", "Corporate Animals" and "Complexity" pilot.

Guests on the division's Filmcast podcast included: Dr. Neil deGrasse Tyson, Cosmos, Jeff Berg, film historian, Vince Kadlubek, from Meow Wolf, Chris and Noah Grismer, The Unsettling, Jennifer Case Nevarez, NM Tech Works and local producers Melissa & Barry Kirk.

The division has begun planning the 2018 annual film and media conference to be held November 16th and 17th at the Crown Plaza in Albuquerque.

The division continues to have a strong presence on social media with Facebook, Twitter and LinkedIn. 120 Years of Film in New Mexico is highlighted by daily posts. Events throughout the state included: April: Desert Lights Film Festival; May: NM Filmmakers Showcase Awards Ceremony; June: screenings of Ideal Home and Sicario: Day of the Soldado; and the division partnered with Jeff Berg to promote 120 Years of Film in New Mexico at his Made in New Mexico Events: in April and June. Radio Interviews on 94 Rock and CinemaScope about NMFO Events and 120 Years of Film in New Mexico.

The division hosted our Annual Filmmakers Showcase Awards Ceremony on May 19th, the event was well attended with twelve (12) awards presented including a \$200 gift certificate to Cinelease and a \$250 cash prize to the winners of the Best in Show category. This year our Best in Show winner was also the winner of the Student Category. The Showcase had seventy-two (72) entries and eight hundred (800) people voted online for the winner of the Audience Award Category.

NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT FY18 COMPANIES ASSISTED										
Q1 DATE	COMPANY NAME	TYPE OF COMPANY	LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION	EXPANSION	START-UP	RURAL	URBAN	TOTAL	
7/14	Phat Steel	fabricate architectural steel	Bernalillo		1			7	7	JTIP
7/14	CSI Aviation	aviation logistics	Albuquerque		1			23	23	JTIP
7/14	RiskSense	cyber security	Albuquerque		1			17	17	JTIP
7/14	Optomec	advanced manufacturing equipment	Albuquerque		1			5	5	JTIP
7/14	Emerging Technology Ventures	unmanned aerial systems	Alamogordo		1		2		2	JTIP
7/14	Old Wood, LLC	wood flooring manufacturer	Las Vegas		1		9		9	JTIP
7/14	Passages International	green funeral products	Albuquerque		1			7	7	JTIP
7/18	Facebook	data center	Los Lunas		1		50		50	LEDA
8/10	Raytheon	advanced manufacturing	Albuquerque		1			60	60	LEDA
8/11	Lavu, Inc.	point of sale software application	Albuquerque		1			25	25	JTIP
8/11	Sigma Labs, Inc.	3D printing technology	Santa Fe		1			3	3	JTIP
8/11	United Poly Systems, LLC	pipe manufacturer	Albuquerque		1			11	11	JTIP
8/14	PESCO	manufacturing	Farmington		1		170		170	LEDA/JTIP
8/14	Flagship Food Group	food processing	Albuquerque		1			113	113	LEDA
9/8	CIG Logistics - Loving	logistics	Loving		1		40		40	JTIP
9/8	CIG Logistics - Jal	logistics	Jal		1		15		15	JTIP
9/8	NICOR	manufacturing	Albuquerque		1			10	10	JTIP
9/8	Iterative Consulting	information technology	Albuquerque		1			3	3	JTIP
9/30	USA Beef	food processing	Roswell			1	57		57	LEDA
Q1 TOTALS				0	18	1	350	277	627	
Q2 DATE	COMPANY NAME	TYPE OF COMPANY	LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION	EXPANSION	START-UP	RURAL	URBAN	TOTAL	
10/13	Ideum	design & build interactive displays	Corrales		1		6		6	JTIP
10/13	Xpansiv Data Systems	software development	Albuquerque			1		7	7	JTIP
10/13	NM Solar Group	design & install solar panels	Albuquerque		1			10	10	JTIP
10/13	NM Solar Group	design & install solar panels	Alamogordo		1		9		9	JTIP
10/13	Jack's Plastic Welding	manufacturing	Aztec		1		2		2	JTIP
10/13	Cable One	wifi & internet services provider	Rio Rancho		1			9	9	JTIP
10/13	NICOR	manufacturing	Albuquerque		1			4	4	JTIP
11/17	Raytheon Dine	advanced manufacturing	Navajo Nation		1		80		80	JTIP
11/17	Wood Design, Inc.	custom cabinetry	Santa Fe		1			5	5	JTIP
11/17	Silent Falcon UAS Technologies	unmanned aerial systems	Albuquerque		1			5	5	JTIP
11/17	Open Loop Energy, Inc.	hydraulic mining equipment	Farmington	1			18		18	JTIP
11/27	Descartes Labs	artificial intelligence technologies	Santa Fe		1			50	50	LEDA
11/27	UbiQD, LLC	manufacture quantum dots	Los Alamos		1			20	20	LEDA
12/8	Stubbs Engineering	structural engineering	Las Cruces		1			2	2	JTIP
12/8	Southwest Cheese	food processing	Clovis		1		24		24	JTIP
12/8	New Mexico Consortium	life sciences research	Los Alamos		1			3	3	JTIP
12/8	Lily Barrack, LLC	jewelry manufacturing	Albuquerque		1			5	5	JTIP
	TFE, Inc.	secure records center	Carlsbad	1			2		2	CBRDT
	Geobrugg	fabricate steel wire mesh nets	Algodones		1		7		7	CBRDT
	Sendero Midstream	processing facility	Carlsbad	1			15		15	CBRDT
	PreCheck	investigation services	Alamogordo		1		30		30	LEDA
Q2 TOTALS				3	17	1	193	120	313	
Q3 DATE	COMPANY NAME	TYPE OF COMPANY	LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION	EXPANSION	START-UP	RURAL	URBAN	TOTAL	
	Meow Wolf	multimedia exhibits	Santa Fe		1			250	250	LEDA/JTIP
	TLC Associates	customer service center	Alamogordo	1			200		200	CBRDT
	TLC Associates	customer service center	Las Cruces	1				300	300	CBRDT
1/12	Aviata, Inc.	internet solutions & software dev	Albuquerque		1			5	5	JTIP
1/12	Rio Bravo Brewing Company	craft beer	Albuquerque		1			2	2	JTIP
1/12	National Water Services	water filter systems	Santa Fe		1			1	1	JTIP
1/12	Bosque Brewing Company	craft beer	Bernalillo		1		20		20	JTIP
1/12	NM Consortium	life sciences research	Los Alamos		1			10	10	JTIP
1/12	Lavu, Inc.	point of sale software application	Albuquerque		1			42	42	JTIP
1/12	Mega Corp.	manufacture transportation products	Albuquerque		1			13	13	JTIP
9-Feb	CSI Aviation	aviation logistics	Albuquerque		1			14	14	JTIP
9-Feb	Verde Food Company	food processing	Santa Fe		1			10	10	JTIP
9-Mar	Optomec, Inc.	advanced manufacturing equipment	Albuquerque		1			7	7	JTIP
9-Mar	Xpansiv Data Systems	software development	Albuquerque			1		8	8	JTIP
	Drought Adaptation Industries	manufacture ag products	Alamogordo		1		5		5	CBRDT
	Vitality Works	wellness products, supplements	Albuquerque		1			80	80	LEDA
Q3 TOTALS				2	13	1	225	742	967	
Q4 DATE	COMPANY NAME	TYPE OF COMPANY	LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION	EXPANSION	START-UP	RURAL	URBAN	TOTAL	
4-Apr	Leprino Foods Company	food processing	Roswell		1		5		5	LEDA
9-Apr	2NDGEAR	refurbished IT equipment	Albuquerque	1				100	100	JTIP
10-Apr	Carenet Healthcare Services	customer support center	Albuquerque	1				244	244	LEDA/JTIP
13-Apr	Amfabsteel, Inc.	metal fabrication	Bernalillo		1		40		40	JTIP
13-Apr	Passages International	green funeral products	Albuquerque		1			4	4	JTIP
13-Apr	Corrugated Synergies International	manufacture cardboard	Santa Teresa				44		44	JTIP
13-Apr	Visual Impact PrePrint, LLC	manufacture high graphic digital packaging	Santa Teresa				27		27	JTIP
13-Apr	Resilient Solutions 21, LLC	data visual	Albuquerque					11	11	JTIP
13-Apr	New Mexico Consortium	life sciences research	Los Alamos		1			2	2	JTIP
13-Apr	CSI Aviation	aviation logistics	Albuquerque		1			5	5	JTIP
11-May	Ideum, Inc.	design & build interactive displays	Corrales		1		6		6	JTIP
11-May	National Water Services	water filter systems	Santa Fe		1			2	2	JTIP
11-May	Raytheon Dine	advanced manufacturing	Navajo Nation		1		30		30	JTIP
11-May	Rhodes Group, Inc.	medical software	Albuquerque					2	2	JTIP
11-May	Advanced Network Management	IT solutions	Albuquerque		1			10	10	JTIP
11-May	Montell Fabrication & Rebuild	welding fabrication & rebuild	Deming				8		8	JTIP
11-May	New Mexico Consortium	life sciences research	Los Alamos		1			4	4	JTIP
11-May	Xpansiv Data Systems	software development	Albuquerque		1			2	2	JTIP
11-May	Bosque Brewing Company	craft beer	Bernalillo		1		1		1	JTIP
8-Jun	NM Solar Group	design & install solar panels	Albuquerque		1			5	5	JTIP
8-Jun	RingIR, Inc.	detection systems	Albuquerque		1			2	2	JTIP
8-Jun	PPC Solar, Inc.	solar energy systems	Taos		1		7		7	JTIP
8-Jun	Compass Components	wire harness manufacturing	Deming		1		31		31	JTIP
8-Jun	Noisy Water Winery & Cellars	food processing	Ruidoso		1		6		6	JTIP
8-Jun	Resilient Solutions 21, LLC	data visualization software	Albuquerque		1			2	2	JTIP
	Erickson Metals	metal fabrication	Santa Teresa		1		3		3	CBRDT
11-Jun	Corrugated Synergies International	corrugated cardboard manufacturing	Santa Teresa	1			120		120	LEDA
13-Jun	Lavu, Inc.	point of sale software application	Albuquerque		1			46	46	LEDA
13-Jun	Agmechtronix	agricultural equipment manufacturer	Silver City		1		23		23	LEDA
29-Jun	Stampede Meat	food processing	Sunland Park	1			1,295		1,295	LEDA
Q4 TOTALS				4	21	0	1646	395	2087	
FY18 TOTALS				9	69	3	2,414	1,534	3,994	

DIVISION	FY18 New Mexico Economic Development Department Performance Reporting						
	MEASURE	TARGET	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	YTD/Final
OFS	Total number of jobs created due to EDD efforts	4,500	627	313	967	2,087	3,994
	Total number of rural jobs created	1,600	350	193	225	1,646	2,414
	Percentage of previous year's audit findings resolved in one year	100%	Reported at year end.				100%
NMP	Number of jobs created through business relocations facilitated by the NMP	2,250	0	0	0	1,415	1,415
	Number of potential recruitment opportunities (PROs) generated by Partnership marketing and sales activities	84	18	8	10	16	52
EDD	Dollars of private sector investment in MainStreet districts (in millions)	\$9	\$34	\$7.11	\$7.50	\$4.89	\$53.9
	Number of private sector dollars leveraged by each dollar through LEDA	12:1	101.4	5.42	7.85	16.3	36
	Number of jobs created through the use of LEDA funds	2,200	450	100	330	1,733	2,613
	Number of funded economic development projects resulting in job growth, new investment, or increased revenue	15	3	4	3	7	17
	Number of workers trained by JTIP	1,850	682	336	297	421	1,736
	Average hourly wage of jobs funded by JTIP	No target	\$19.28	\$18.28	\$29.27	21.81	21.48
FILM	Number of film and media workers days	230,000	57,104	46,061	65,349	91,447	259,961
	Direct spending by film industry productions (in millions)	\$260	\$55.7	\$42.50	\$56	\$80	\$234.2