



NEW MEXICO

ECONOMIC DEVELOPMENT

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NMEDD FY19 2nd 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: Highlights from the Second Quarter

During the second quarter two new companies located to the state and six companies announced in-state expansions, for a total of 1,122 new jobs. Both LEDA and JTIP will support these projects, facilitated by the Community, Business & Rural Development Team.

Admiral Cable, a Taiwanese company that manufactures electrical cords and power supplies, chose Santa Teresa to invest \$50 million in a new 65,000 SF facility, which will ultimately total 175,000 SF when all phases are completed. The company will create 342 new jobs. Admiral Cable was recruited by the New Mexico Partnership and MVEDA.

Rhino Health will build a 124,000 SF manufacturing facility and warehouse in Church Rock, on the Navajo Nation. The Korean company manufactures plastic gloves and will invest \$49 million, creating 350 new jobs.

Six New Mexico Business Expansions:

Founded in Santa Fe in 2010, **Marty's Meals** produces dog and cat food with certified organic, non-GMO and grass-fed ingredients. Local producers in communities like Embudo, Tucumcari, Santa Cruz, Roswell and Espanola sell raw products to Marty's. The expansion will include private investment of \$2 million and the creation of ten new jobs.

3D Glass Solutions is a homegrown high-tech success story. The company develops and manufactures glass-based radio-frequency electronics and photonics used in a wide variety of industry sectors. 3D Glass is expanding its headquarters location in Albuquerque, adding 139 new jobs at an average salary of \$60,000/year. The company will also invest \$23 million over the next five years.

Fortune 500 manufacturer, **Cummins Inc.**, is growing in Clovis. Cummins is investing \$2.5 million to add a new production line and expand its warehouse by 22,000 SF.

Structural steel fabricator, **amfabsteel**, is adding 75,000 SF to their manufacturing plant in Bernalillo. The company is adding 80 new jobs and investing \$8 million.

PESCO is expanding again in Farmington thanks to a new contract to manufacture equipment for another homegrown company, BayoTech, Inc. PESCO will invest \$7.5 million to expand their main facility by 20,000. The expansion will create 180 new jobs, bringing PESCO's total workforce to over 550.

Other Business Development:

The Office of International Trade (OIT) is recruiting New Mexico companies to participate in the Hanover (Germany) Fair, April 1-5, 2019. **Hannover Messe** is the largest industrial technology trade show in the world and focuses on specific industry sectors, including industrial supply; research and technology; integrated energy; digital factory; integrated automation; motion and drives; and compressed air and vacuum systems. Contact OIT Director, Edward Herrera, at 505.827.0315 or Edward.Herrera@state.nm.us.

The **Job Training Incentive Program (JTIP)** trained 190 New Mexicans for new jobs during the quarter. The average wage of the trainees is \$21.39.

Community Development:

New Mexico MainStreet will spend \$500,000 on public infrastructure projects in six communities:

- **Corrales MainStreet** will use the funds for the Corrales Pathway Project, a pedestrian access route through the historic commercial center of the community extending along Corrales Road from Meadowlark Road north to Wagner Road.
- **Deming MainStreet** has been awarded funding for the Zia Sun Art-Scape Street Intersection Project, which will create a public artwork featuring a Zia Sun Design with an Ibex in the center referencing the area's Mimbres culture. The artwork will be located in the middle of the intersection of Gold and Spruce Streets.
- **MainStreet de Las Vegas** received funding for the Great Blocks on MainStreet, which will upgrade two-to-three blocks in the core commercial district through an intensive design intervention. The project hopes to help define the district to capture more traffic to direct folks to the Visitor Information Center in the Train Depot, and encourage longer stays, improving the Railroad District to encourage private investment.
- **Silver City MainStreet** was awarded funding for the Plaza Project, which draws attention to the Big Ditch Park, creating an events space, a location for a Farmers' Market, artisan space, public restrooms, wayfinding and signage, and parking options.
- **South Valley MainStreet** has been awarded funding for the Dolores Huerta Gateway Park, La Familia Growers' Market.
- **Tucumcari MainStreet** received funding for the Great Blocks on MainStreet, a construction project to leverage investment in the project area, and transform downtown into a destination for residents and visitors.

The Regional Representatives, or Community, Business & Rural Development Team, completed three business development projects, including Medlin Ramps, a new manufacturer in Alamogordo.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Total number of jobs created due to EDD efforts	4,500	1,020	1,235			2,255
Total number of rural jobs created	1,500	86	1,020			1,106

New Mexico Partnership

The Partnership participated in successfully attracting Admiral Cable to Santa Teresa, bringing an estimated 342 jobs and \$50M in investment. This wire and power supply manufacturer is majority-owned by Isheng Electronics, headquartered in Taiwan and publicly listed on the Taiwanese Stock Exchange. This will be their first venture in North America. There was intense competition against El Paso, TX to attract this company to New Mexico. In addition, another Partnership prospect company, Custom Crates & Pallets, has located in Tularosa, investing \$200,000 to acquire two acres, with plans to hire four employees.

This quarter has traditionally shown the lowest volume of new prospect activity because of the sparsity of trade show events as well as corporations focusing attention upon year-end activities. Despite this there were 6 PROs¹ generated and an additional 6 Leads². Prior years' data did not differentiate between PROs and Leads. Separating PROs from Leads is important to understanding where projects are in the sales cycle, however it also means it's necessary to combine the two in order to be approx. "apples-to-apples" when comparing to prior years' data. On this basis, the quantity of PROs and Leads through end of 2nd Quarter FY 2019 (79) was 293% of the number generated during that period in FY 2018 (27 PROs and Leads).

Additionally, the Partnership continues to see a significant surge in social media exposure since formally launching its campaign to leverage social media in Q2 FY 2018; that quarter saw 4,100 views on social media, in Q3 this grew to 22,660 views, by Q4 there were 42,592 views, in Q1 2019 views reached 54,175, and the current quarter saw this grow to 91,381. Prior to implementing this campaign, typical quarterly views numbered less than 100.

Breakbulk Americas (Houston, TX)

Attendance continues to be down at this trade show following the hurricane two years ago; however, even in light of that three leads emerged, and one has already been converted to a prospect, and the others have the potential to convert to active prospects also.

Women in Economic Development, Site Selection Conference (Santa Fe, NM)

This conference brought together a roster of female site selection consultants for a networking opportunity with economic developers. This is the first year the Partnership has attended this event. Given the high quality of consultants attending, and the ability to engage in-depth due to the highly interactive format of the event, this event is being added to the regular event attendance schedule going forward.

¹ Potential Recruitment Opportunity.

² A PRO is supposed to have a defined headcount and real estate requirement; a Lead is typically a situation in which 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.

<i>Month</i>	<i>PROs</i>	<i>Leads</i>	<i>Site Visits</i>
<i>October</i>	2	4	2
<i>November</i>	3	0	2
<i>December</i>	1	2	1
<i>Total</i>	6	6	5

- Two PROs sent out statewide: Crowbar & Portugal
- Four PROs specific to the Border Region: Casa Grande, J, Burro & JC

Locates

Custom Crates & Pallets: four jobs in Tularosa, with capital investment of \$200,000; company is from Texas

Admiral Cable: 342 new jobs in Santa Teresa, total of 175,000 SF with a capital investment of \$19.3 million; competed with El Paso

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of jobs created through business relocations facilitated by the NMP	2,250	0	346			346
Number of PROs submitted by the Partnership	84	14	6			20

Economic Development Division

Seven businesses were assisted in expanding in the second quarter:

1. Falcon Industries, Moriarty (OIT)
2. Medlin Ramps, Alamogordo (CBRDT)
3. NRI Industrial Sales, Rio Rancho (CBRDT)
4. Osazda Energy, Albuquerque (OST)
5. Reunity Resources, Santa Fe (CBRDT)
6. Santa Fe Stoneworks, Santa Fe (OIT)

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of business development projects resulting in job growth, new investment or increased revenue	12	6	6			12

Job Training Incentive Program (JTIP)

Fifteen businesses were approved for training assistance during the second quarter, representing 190 trainees. Twelve of the 15 companies were founded in New Mexico. The average wage of the trainees was \$21.39 per hour.

Two companies approved in the second quarter are located in rural communities, Portales and Santa Teresa. Those projects totaled 35 jobs at an average wage of \$15.66 per hour.

The Film Crew Advanced Program (FCAP), one of the two JTIP for Film and Multimedia programs, approved four companies to train 35 crew members at an average wage of \$22.63 per hour.

JTIP began the FY19 with \$9 million in available funds. Midway through the fiscal year, \$4.7 million remain unobligated.

Companies Approved for JTIP in Q2	New Mexico Consortium, Los Alamos
3D Glass Solutions, ABQ	NICOR, Inc., ABQ
Banyan Botanicals, ABQ	OBTC Warehouse, LLC, ABQ
BennuBio, Inc., ABQ	Ready Roast Nut Company, Portales
Bosque Brewing, ABQ	RS21, LLC, ABQ
Indica Labs, LLC., ABQ	Rural Sourcing, Inc., ABQ
LaSen, Inc., Las Cruces	Vibrantcy, ABQ
Mega Corp, ABQ	Visual Impact PrePrint, LLC, Santa Teresa

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of workers trained by JTIP	2,050	769	190			959

Finance Development Team

FUNDIT

FUNDIT hosted its final meeting of the year in December, and considered two projects totaling \$4.4 million:

- Coal Avenue Commons Plaza Street, Gallup, \$3 million
- Great Blocks of Belen, Belen, \$1,412,724

Collateral Support Program (CEP)

One project was approved for CEP participation, Burque Bakehouse located in Albuquerque. The total cost of the project was \$450,000 to purchase a building. The CEP participation is \$180,000, which will be paid in one year. The business is expanding with the creation of five new jobs.

LEDA

Nine projects were approved for LEDA, five of which are in rural communities.

Company	Location	Fiscal Agent	PPA Jobs	Total Private Investment	LEDA Amount	Leverage
Cummins, Inc.	Clovis	City of Clovis	10	\$3,550,000	\$150,000	23.67
Amfabsteel, Inc.	Bernalillo	Sandoval County	80	\$8,950,000	\$900,000	9.94
Admiral Cable	Santa Teresa	Dona Ana County	342	\$50,000,000	\$3,920,000	12.76
PESCO, Inc.	Farmington	San Juan County	180	\$7,500,000	\$1,350,000	5.56
Marty's Meals	Santa Fe	City of Santa Fe	11	\$2,038,000	\$175,000	11.65
Netflix	Albuquerque	City of ABQ	1,027	\$1,000,000,000	\$10,000,000	100
Rhino Health, Inc.	Navajo Nation	McKinley County	350	\$49,000,000	\$3,500,000	14
3D Glass Solutions	Bernalillo County	Bernalillo County	139	\$23,000,000	\$2,000,000	11.5
Valley Cold Storage	Santa Teresa	City of Anthony	0	\$16,500,000	\$200,000	82.5
			2,139	\$1,160,538,000	\$22,195,000	52.29

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of private sector dollars leveraged by each dollar through LEDA	15:1	6	52.29			
Number of jobs created by the use of LEDA funds	2,200	873	2,139			3,012

New Mexico MainStreet

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 **\$6,840,840** in Private Sector Reinvestment; **64** Private Building Renovations; **19** Net New Business, **9** Business Expansions; and the creation of **112** Net New Jobs in their districts during the Second Quarter.

Reinvestment, Business, and Project Funding Highlights:

- \$2.3 million in Public Sector Reinvestment resulted in the physical improvements and rehabilitation of six building within the Carlsbad MainStreet District.
- Six new businesses opened up within the Roswell MainStreet District resulting in the creation of 66 new jobs. New business openings include: Dunkin Donut/Baskin Robins; Alegria Candy; Invasion Station; Sippy & Opal's Ice Cream & Sweet Treats; Miniatures & Curious Collections Museum; and Farmers Insurance.
- Nob Hill MainStreet had 4new business openings (The Farmacy; Organic Books; Pollito Con Papas II; and Mata G) that resulted in the creation of 17 new jobs.
- 11 MainStreet organizations, Belen, Carlsbad, Clovis, Corrales, Deming, Los Alamos, Lovington, Raton, South Valley, Silver City, and Zuni Pueblo brought in a combined \$372,708 in private and public sector grant dollars to their districts.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Dollars of private sector investment in MainStreet districts (in millions)	\$11	\$6.2	\$6.8			\$13
Number of building rehabilitations	150	69	64			133

Community, Business & Rural Development

LEDA Projects Assisted by Team Members

Region 1:

- Amfabsteel, Bernalillo
- Rhino Health, Church Rock
- PESCO, Farmington

Region 2:

- Marty's Meals, Santa Fe

Region 3:

- 3D Glass Solutions, Albuquerque
- Netflix, Albuquerque

Region 5:

- Admiral Cable, Santa Teresa
- Valley Cold Storage, Santa Teresa

Technical Assistance to Communities

Region 4: Through the assistance of the Regional Representative, including a letter of support from the Secretary of NM Economic Development, \$3.2 million in federal funds have been allocated to the Angel Fire Veterans Cemetery. The 1.3-acre site will have 400 gravesites next to the Vietnam Veterans memorial in Angel Fire. The construction of the site, including dirt work and security measures, will have a positive economic impact on this rural area, generating new tax revenue that would not have been received.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Technical assistance provided to a community that results in a new economic development program or asset	4	5	1			6

LEADS

Mesilla Valley EDA completed LEADS funded project of attending industry expos and trade mission targeting attraction of economic base businesses.

Deming Luna County ED completed LEADS funded a Health Careers Academy to provide high school students information about preparing for health careers as part of the Luna County workforce development strategy.

Business Development

Region 1: **NRI Industrial Sales** is a Canadian firm that buys and sells industrial supplies and surplus. Located in Ohio, with the assistance of the Regional Representative, the company has expanded into a new location in Rio Rancho creating 20 jobs. In January 2019 the company will apply for JTIP.

Region 2: The Regional Representative is working with **Reunity Resources**, a company that processes restaurant waste and cooling oil into biofuel. The company has purchased Santa Fe Community Garden and plans an expansion of 4 to 6 FTEs in 2019 to accommodate the growth.

Solaro Energy is a manufacturer of solar-powered attic fans and solar lighting. Located in Socorro, the company is now **expanding to Los Lunas**. The regional representative is assisting Solaro with a LEDA application for the expansion. The company will have 19 FTEs after year one, 29 FTEs after year two and 36 FTEs after year three. The new jobs at this location will be reported when the LEDA application is completed.

Region 6: With the assistance of the Regional Representative, the Otero County EDC was successful in recruiting **Medlin Ramps to Alamogordo**. Medlin will receive \$2.5 million in local LEDA funding to acquire the former Walmart building. The company expects to begin operation in mid-2019. Medlin Ramps produces material handling equipment from steel and sells their products throughout the United States and online. Otero County Economic Development Council originated this project and requested assistance in drafting PPA. Jobs created will be 5 in 2019, 15 in 2020 and 25 in 2021.

Other Activities

Region 1: Through the assistance of the Regional Representative in conjunction with Greater Gallup EDC, Cibola Counties EDC, McKinley County and Cibola County completed a NMFA-funded study established by HM72 in 2017 and HM 41 in 2018, to study potential job growth associated with the Escalante Generating Station. A Workforce Assessment, Supply Chain Analysis, Target Industry Analysis and Master Site Plan have been completed.

Region 6: The Regional Representative is working with the Village of Ruidoso to develop a regional marketing plan for the region. Three primary target industries have been identified: digital nomads, outdoor manufacturers and outdoor activities. The Village's Comprehensive Plan, last done in 2010, is in the process of being updated.

Office of Science & Technology (OST)

SBIR Matching Grants

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 state matching competitive grant program to provide companies with business development assistance to accelerate the commercialization of SBIR supported research and development. In FY19 Q2, six (6) companies, Actoprobe, Advanced Optical Technologies, iBeam Materials, Picotek, UbiQD, and Woodruff Scientific were awarded the NM SBIR Matching Grant and were issued 25 percent payment upfront. A status report and update on these companies will be included in FY19 Q3-Q4.

FY18 Q4 SBIR awardees, Osazda Energy, Vibrant Corporation, and IR Dynamics submitted their 3-month milestone reports. Osazda Energy submitted a 3-month report as well as a final report and received their final payment of 50 percent (total of \$50,000). Osazda Energy reported a follow-on investment from a non-state of New Mexico source in the amount of \$1.2 million dollars. IR Dynamics and Vibrant Corporation submitted 3-month reports and are on-par with meeting their proposed milestones.

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 2nd quarter FY 19, eleven (11) Innovation Voucher awards were made: G-PER G-1 Development Company, Mimic Biosolutions, Mountain Vector Energy, Open Lab, Osazda Energy, RB Designs, Reap, Rebillis Development Group, ThriveMo, Zhennovate, and ZiaHub.

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 FY 18 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 Q3.

Technical Assistance

In the quarter, the Office assisted:

X-Bow Launch Systems, IDEAS Engineering and Technology, and the 11 companies that were awarded the Innovation Voucher Grant.

Office of International Trade (OIT)

Goal: Increase exports of NM goods and services.

- Led a trade mission of two New to Export (NTE) companies to Chile and Peru. NeoSan Labs and Defiant Technologies have prospective orders of \$1 million of cleaning chemicals and portable environmental monitoring equipment.
- Star Cryoelectronics (NTE) of Santa Fe was approved for STEP funding to attend the Seattle electronics show and has potential sales of \$250,000.
- Old Wood, a market expansion firm (ME) in Las Vegas, was supported under STEP for an Osaka, Japan Trade Mission.
- SF Stoneworks (ME) reports adding 5 employees as a result of assistance under STEP for Las Vegas Shot Show and IWA Outdoor Show.
- Falcon Industries, of Moriarty, reports adding (3) employees stemming from success at Shot Show and IWA Nuremberg.
- Assisted NM Dept. of Agriculture recruitment for trade mission to Japan with STEP Grant assistance. Assisted Santa Fe Spirits (NTE) and Los Poblanos (NTE).

Goal: Increase awareness and export readiness among NM companies.

- Provided one on one export counseling to 35 NM companies on STEP grant qualification, Export Finance, managing an overseas distribution network and identifying best international market opportunities.
- Participated in NM Bio Workshop with 85 attendees to discuss STEP funding opportunities for biomedical industry companies in NM.

Goal: Increase number of trade leads generated by Foreign Trade Offices.

- Taiwan representative assisted Energy, Minerals & Natural Resources Department with trade mission of NM energy industry executives to promote natural gas exports to Taiwan.
- NM Middle East Trade Office generated 30 export trade leads for NM medical equipment companies.

Goal: Increase the level of Foreign Direct Investment in NM.

- Appointed consultant to pursue German FDI with a target of German/Austrian advanced manufacturing, aerospace and value added food production to target both urban and rural communities in NM.
- Met with 10 Irish companies to discuss investment in NM and work with Irish Enterprise and Guinness Incubator to bring an investment and trade delegation from Ireland to NM.
- Assisted in recruitment of Taiwan electronic manufacturing company to Santa Teresa to generate an initial 50 jobs with full potential of 140 jobs.

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.

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: 2019 2nd quarter film and TV are having a banner fall and winter so far (almost at our projected FY19 total goal at the half year mark!) with the continuation of several major TV series (see last quarter report TV production from Q1) as well as a new pilot: *Untitled Mehar Sethi Project* pilot (Amazon) and *Midnight, TX S2 Behind the Scenes* (indie episodic). Current feature films include: *Greenbrier* (Sony), *Rattlesnake* (Netflix), *Seeking Sanctuary* (indie documentary), *Sister Aimee* (indie) and *Dead of Night* (indie). New Mexico hosted yet another national commercial for **Toyota**—with commercials back on the rise to be produced here in our home state!

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 second quarter: four (4) companies qualified for FCAP with thirty-five (35) resident participants at an average wage of \$22.63 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 second quarter: the division held the final speaker series talk of the year with The New Mexico Film Incentive – Getting the Facts with Lisa Lucas (10/24).

On November 16th and 17th, the division held the annual Film & Media Industry Conference, a two-day event at the Crowne Plaza Hotel in Albuquerque. We had over 400 attendees, 50 vendors and sponsors, 45 panelists and special appearances by celebrities. The event covered topics of interest to actors and filmmakers in New Mexico such as: distribution, pitching, casting and getting an agent among others. In addition to the panels we had screenings of the New Mexico Filmmaker's Showcase winner's films, an Education Summit work session with the department heads from film schools across the state, a Governor's Council meeting, a VIP dinner for Producer's in New Mexico and a networking mixer for Conference Attendees.

In December, the division attended the annual New Mexico Bowl with Kurtwood Smith and Chris Conrad from "Our Lady LTD," joined by Director Nick Maniatis in the end zone for a New Mexico Film Office appearance, we also premiered our new NMFO sizzle reel highlighting the New Mexico film industry on the jumbo Tron.

Podcasts in the second quarter included guests: New Mexico Girls Make Movies, GreenSlate CEO & Founder John Finn, IATSE 480 - Doug Acton & Liz Pecos, David Lara, Executive Vice President of Payroll - Entertainment Partners, Mary Silentwalker - Institute of American Indian Arts, Nigel Rudlin – IndieOn, Ryan Broussard - Media Services, Alton Walpole - Mountainair Films, Diva's Perfect Productions and Meow Wolf - Origin Story directors Morgan Capps and Jilann Spitzmiller.

Monthly newsletters highlighted Film Liaisons from Las Vegas and Hildago and division inters worked on the Disney film "Firelight," "Roswell, New Mexico" and at Mango Post, a post production facility out of the Stagecoach Foundation.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of film & media worker days (crew size X days employed)	300,000	96,543	87,725			184,268
Direct spending by film industry productions (in millions)	\$330	\$112.2	\$132.3			\$244.5

NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT FY19 COMPANIES ASSISTED										
Q1 DATE	COMPANY NAME		LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION	EXPANSION	STARTUP	RURAL	URBAN	TOTAL	
7/13	Leprino Foods		food processing	Roswell	1		10		10	JTIP
7/13	Iterative Consulting	H	information technology	ABQ		1		3	3	JTIP
7/13	P4Q USA		engineering & manufacturing	ABQ	1			5	5	JTIP
7/13	Wall Colmonoy Corporation		alloy coating products & casting	Los Lunas	1		8		8	JTIP
7/13	Raytheon Dine		aerospace manufacturing	Navajo Nation	1		3		3	JTIP
7/13	RingIR, Inc.		detection systems	ABQ		1		1	1	JTIP
7/13	Compass Components		wire harness manufacturing	Deming	1		4		4	JTIP
7/13	Open Eye Scientific Software	H	software development	Santa Fe	1			1	1	JTIP
8/3	Advanced Network Management	H	IT solutions	ABQ	1			40	40	LEDA
8/10	Raytheon Dine		aerospace manufacturing	Navajo Nation	1		30		30	JTIP
8/10	Herbs, Etc.	H	food processing	Santa Fe	1			4	4	JTIP
8/10	Silent Falcon UAS	H	unmanned aerial systems	ABQ	1			8	8	JTIP
8/22	TaskUs		outsourced customer service	ABQ	1			695	695	LEDA
9/14	Vibrantcy, LLC	H	engineering services	ABQ	1			4	4	JTIP
9/14	Cummins Natural Gas Engines		engine manufacturing	Clovis	1		10		10	JTIP
9/14	Xpansiv Data Systems		software development	ABQ	1			9	9	JTIP
9/14	Flow Science	H	software for fluid dynamics	Santa Fe	1			4	4	JTIP
9/14	FZK by Franziska	H	creative services	Santa Fe	1			2	2	JTIP
9/14	Open Loop Energy		hydraulic mining equipment	Farmington	1		11		11	JTIP
9/14	Leprino Foods		food processing	Roswell	1		10		10	JTIP
9/18	Resilient Solutions 21 (RS21)	H	data visualization	ABQ	1			80	80	LEDA
9/20	Indica Labs	H	pathology software	ABQ	1			58	58	LEDA
9/21	Kevothermal		vacuum insulation panels	ABQ	1			20	20	LEDA
Q1 Totals				3	18	2	86	934	1,020	
Q2 DATE	COMPANY NAME		LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT
				RELOCATION	EXPANSION	STARTUP	RURAL	URBAN	TOTAL	
10/12	OBTC Warehouse, LLC	H	food processing (tea)	ABQ	1			4	4	JTIP
10/12	Visual Impact PrePrint, LLC		manufacture high graphic digital packaging	Santa Teresa	1		26		26	JTIP
10/12	BennuBio, Inc.	H	produce flow cytometers	ABQ	1			2	2	JTIP
10/12	Banyan Botanicals	H	manufacture health supplements	ABQ	1			8	8	JTIP
10/12	NM Consortium	H	life sciences research	Los Alamos	1			6	6	JTIP
10/22	3D Glass Solutions	H	electronics manufacturing	ABQ	1			139	139	LEDA/JTIP
11/9	Mega Corp		manufacture transportation products	ABQ	1			7	7	JTIP
11/9	Bosque Brewing ABQ		craft brewery/food processing	ABQ	1			6	6	JTIP
11/9	NICOR		lighting manufacturer	ABQ	1			10	10	JTIP
11/15	Cummins Inc.		manufacturer natural gas engines	Clovis	1		10		10	LEDA
	Custom Crates & Pallets		manufacturer	Tularosa	1		4		4	NMP
	Medlin Ramps		manufacturer of ramps	Alamogordo	1		25		25	CBRDT
	Santa Fe Stoneworks		stone mason	Santa Fe	1					OIT
	Falcon Industries		metal fabrication	Edgewood	1		3		3	OIT
12/5	Amfabsteel	H	structural steel fabricators	Bernalillo	1		80		80	LEDA/JTIP
12/12	Admiral Cable		industrial cables & wires	Santa Teresa	1		342		342	LEDA
12/13	Rhino Health		plastic glove manufacturing	Navajo Nation	1		350		350	LEDA
12/14	LaSen, Inc.		produce laser technologies	Las Cruces	1			6	6	JTIP
12/14	Vibrantcy		engineering services	ABQ	1			2	2	JTIP
12/17	PESCO	H	heavy equipment manufacturing	Farmington	1		180		180	LEDA
12/28	Valley Cold Storage	H	refrigerated storage	Santa Teresa	1		0		0	LEDA
	NRI Industrial Sales		industrial supply sales	Rio Rancho	1			20	20	CBRDT
	Reunity Resources		biofuel processor	Santa Fe	1			5	5	CBRDT
Q2 Totals				5	18	0	1,020	215	1,235	
MIDYEAR RESULTS				8	36	2	1,106	1,149	2,255	

DIVISION	FY19 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	1,020	1,235			2,255
	Total number of rural jobs created	1,500	86	1,020			1,106
	Percentage of previous year's audit findings resolved in one year	100%	YEAR END MEASURE				0
NMP	Number of jobs created through business relocations facilitated by the NMP	2,250	0	346			346
	Number of PROs submitted by the Partnership	84	14	6			20
EDD	Number of business development projects resulting in job growth, new investment, or increased revenue	12	6	6			12
	Dollars of private sector investment in MainStreet districts (in millions)	\$11	\$6.20	\$6.84			\$13
	Number of building rehabilitations	150	69	64			133
	Number of private sector dollars leveraged by each dollar through LEDA	15:1	6	52.29			
	Number of jobs created by the use of LEDA funds	2,200	873	2,139			3,012
	Technical assistance provided to a community that results in a new economic development program or asset	4	5	1			6
	Number of workers trained by JTIP	2,050	769	190			959
	Average hourly wage of jobs funded by JTIP	No target	\$17.56	\$21.39			