



GANYMEDE
— games —



New Mexico Economic Development Department FY19 3rd Quarter Performance Report

April, 2019

NEW MEXICO
ECONOMIC DEVELOPMENT

NMEDD FY19 3rd Quarter Performance Report

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Office of the Secretary Third Quarter Highlights

On February 1st Secretary Keyes announced that gaming studio Ganymede Games will establish operations in Las Cruces, creating 51 new jobs. LEDA investments of \$250,000 from the state, and \$100,000 from the City of Las Cruces will support the project. The company is investing \$1.3 million in a building in the downtown MainStreet district. This is one of two companies recruited by the Partnership this quarter. The second is Kane Robotics, which will locate in Albuquerque and create 20 new jobs.

Spaceport America also welcomed a new tenant, SpinLaunch. The company will invest \$8 million and create 20 new jobs. SpinLaunch is developing a catapult technology to launch small satellites into orbit. A Silicon Valley startup, the company raised \$40 million in venture capital in 2018.

Six New Mexico MainStreet communities will share a \$40,000 grant from New Mexico Gas Company for façade squad and placemaking projects: Artesia MainStreet; Downtown Las Cruces Partnership; Raton MainStreet; Barelás MainStreet; Clovis MainStreet; and MainStreet de Las Vegas. During the quarter MainStreet businesses created 170 net new jobs. These jobs were created by 59 new businesses and two business expansions. Private sector investment in MainStreet districts has exceeded \$20 million in FY19. Two hundred building rehabs have been completed thus far.

JTIP is only 106 trainees short of its annual performance target of 2,050 trainees, with 1,944 New Mexicans trained this year.

The Office of Science & Technology awarded nine companies Innovation Voucher Grants, and two companies Small Business Innovation Research matching grants.

Osazda Energy, a company supported by the Office of Science & Technology with an Innovation Voucher (\$2,000) and a SBIR matching grant of \$50,000, has received a \$1.2 million DuraMAT grant. The company's technology improves the performance and lifetime of PV modules and systems while decreasing the cost of electricity.

NMEDD anticipates a stronger contribution to the jobs metric from the Partnership with their budget increase in FY20.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Total number of jobs created due to EDD efforts	4,500	1,020	1,235	464		2,719
Total number of rural jobs created	1,500	86	1,020	72		1,178

New Mexico Partnership

The Partnership successfully attracted the headquarters for Ganymede Games to Las Cruces, bringing an estimated 51 jobs, paying on average ~\$91,000 each, and investing ~\$1.3M in their facility. The company contacted the Partnership last July to initiate consideration of New Mexico, Ganymede was considering a host of location options in several states including Georgia, Colorado, Louisiana, and Texas.

Another Partnership prospect company, Kane Robotics, has selected Albuquerque. They plan to hire 20 and will locate initially in the CNM Makerspace facility. The company develops and manufactures robots for aerospace applications.

This quarter saw a strong volume of 30 Leads/PROs¹ generated. 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 3rd Quarter FY 2019 (109) was 176% of the number generated during that period in FY 2018 (62 PROs and Leads).

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, as in Q2 2019, this quarter saw in excess of 90,000 views. Prior to implementing this campaign, typical quarterly views numbered less than 100.

A large number of sales mission and trade show events were conducted this quarter, and follow-up is actively underway to pursue PROs and to convert earlier stage leads into PROs. These events included: Consumer Electronics Show (Las Vegas), Dallas Sales Mission, Columbus/Cleveland/Detroit Sales Mission, Data Center World, Game Connection, Game Developers Conference, and Italian Sales Mission. In addition, we held our annual Southern New Mexico Familiarization Tour (Las Cruces). This was attended by seven site selection consultants, and those consultants met with representatives of 14 communities as well as state-level representatives.

Site Visits

Month	Site Visits
January	0
February	0
March	2
Total	2

¹ Potential Recruitment Opportunities = 11, Leads = 19.

Month	Company Name	# of Jobs	Community	Sq. ft.	Capital Inv.	Est. Annual Wages	Competing States	Origin State	Type of Project
Jan.	Ganymede Games	51	Las Cruces	5,139 Sq. Ft.	\$1.3M	\$4.7M	GA, TX, CO, LA	Leadership team primarily from Southern CA	NM Partnership Recruitment
Jan.	Kane Robotics	20	Albuquerque	CN Makerspace (Sq. Ft. TBD)	TBD	TBD	CA	CA	NM Partnership Recruitment

Third Quarter Potential Recruitment Opportunities (PROs)

Sent Out Statewide

1. Sword
2. Kappa
3. Iota
4. Theta
5. Gamma
6. Lambda

Geographically Targeted

7. Prez – McKinley County
8. T-Ball – Santa Teresa
9. Green – Las Cruces
10. Odyssey – Albuquerque, Santa Fe, Lea and Eddy Counties

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of jobs created through business relocations facilitated by the NMP	2,250	0	346	71		417
Number of PROs submitted by the Partnership	84	14	6	10		30

Economic Development Division

Two companies were assisted with growth in the third quarter:

1. Moran-Wright Jewelry Products, Alamogordo This company will produce a jewelry polishing cloth and a jewelry cleaning solution. The product will be available for both retail and wholesale. Regional Representative assisted the local EDO and the City develop the PPA for the local LEDA investment. This company will employ 10 people.
2. Lending Solutions, Inc., Albuquerque - LSI will operate out 18,000 square feet of office space on the 7th floor of Century Plaza, located at 400 Tijeras Ave. This Chicago based company chose Albuquerque after a 3-year long recruitment process involving AED, City of Albuquerque and NMEDD. This location will employ 178 people.

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	2		14

Job Training Incentive Program (JTIP)

Twenty-seven businesses were approved by the JTIP board in the third quarter, 14 of which were founded in New Mexico. 876 new jobs were approved at an average wage of \$15.90 per hour.

Ten of the companies approved in Q3 are located in the rural communities of Berino, Bernalillo County, Church Rock, Clovis, Corrales, Deming, Loving, Roswell, Sunland Park and Taos. 648 rural jobs were approved at an average wage of \$12.90 per hour.

JTIP began FY19 with \$9M available and at the end of Q3, \$3M remains unobligated.

Companies assisted by JTIP in the third quarter are shown below.

Advanced Network Mgt.	National Water Services	Ridgeline Manufacturing & Engineering
Aqua Membranes, LLC	NM Solar Group, LLC	
Carenet Healthcare Services	New Mexico Consortium	RingIR
Compass Components	NRI Industrial Sales	Sendero Midstream Partners
Cummins Natural Gas Engines	OpenEye Scientific Software	Splitter Designs
Flow Science	PPC Solar	Stampede Meat
Ideum, Inc.	Resilient Solutions 21	Tempur Sealy International
Marty's Meals	Rhino Health	The Boeing Company
Mother Trail, LLC	Rhodes Group	Unity BPO

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of workers trained by JTIP	2,050	769	190	985		1,944

Finance Development Team (FDT)

FDT met with 34 companies seeking financing assistance and connected them with financing opportunities and technical assistance providers.

FUNDIT collaborated on 2 projects during its first quarter meeting on March 26th: Renewable Taos and International District Economic Development's incubator project.

The Rural Efficient Business Program hosted a workshop in Gallup, March 19th. There were 12 participants in attendance. Participants included businesses and technical assistance providers.

The FDT hosted 3 webinars with over 200 registrants collectively:

- Delve into the Economic Development Funding Programs
- NM Tourism Department Discusses their Funding Programs
- EMNRD reviewed their Programs and Opportunities for Renewable Energy and Energy Efficiency.

Local Economic Development Act (LEDA)

One company received funding via LEDA in the third quarter.

Company	Location	Fiscal Agent	PPA Jobs	Total Private Investment	LEDA Amount	Leverage
Ganymede Games LLC	Las Cruces	City of Las Cruces	51	\$1,395,000	\$250,000	5.58

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	5.58		
Number of jobs created by the use of LEDA funds	2,200	873	2,139	51		3,063

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 **\$8,936,280** in Private Sector Reinvestment; **67** Private Building Renovations; **59** Net New Business, **2** Business Expansions; and the creation of **170.5 FTE** Net New Jobs in their districts during the Third Quarter.

Reinvestment, Business, and Project Funding Highlights:

- Downtown Las Cruces reported 10 building rehabilitations in their district that resulted in a total of \$7.5 million in private sector reinvestments. Half of these renovations coincided with the opening of 5 new businesses (Amador Live, Central Nutrition, Wet Pain Studio, Rad Retrocade, and Desert Peaks Architecture) and the creation of 76 new jobs.
- Raton MainStreet reported 5 new businesses open, resulting in 14 new jobs in the district.
- Seven MainStreet communities, Barelás, Downtown Albuquerque, Clovis, Las Vegas, Lovington, Silver City and South Valley brought in a total of \$58,000 in private sector grants for projects in these districts.
- Eight MainStreet communities, Artesia, Corrales, Deming, Las Cruces, Las Vegas, Lovington, Silver City, and South Valley brought in \$1.5 million in public sector grants for projects in their districts.
- Grants Mainstreet reported the opening of three new businesses, Jenny's Pet Grooming, Uranium City Treasures, and Mt. Taylor Coffee Co. that resulted in the creation of 7 new jobs.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Dollars of private sector investment in MainStreet districts (in millions)	\$11	\$6.2	\$6.8	\$8.9		\$21.9
Number of building rehabilitations	150	69	64	67		200

Community, Business & Rural Development Team (CBRDT)

Region 1

Three companies were awarded JTIP funding this quarter. The Regional Rep assisted 2 of the companies (NRI & Rhino) at different times along their path.

- Ideum, Inc. – 14 jobs, \$265,361.12
- NRI Industrial Sales, Inc. – 10 jobs, \$75,370.40
- Rhino Health, Inc. – 31 jobs, \$155,000.00

Region 2

Taos Air is working on expanding with commercial air service to Houston. The County Commission approved \$200,000 from the general fund for Taos Air. The town also received \$580,000 in state capital outlay for airport infrastructure improvements.

Splitter Designs, Taos, received JTIP funding for an additional FTE in February.

Through the efforts of the Regional Representative, NMEDD and NM Partnership sponsored and presented at the B-Corp summit at Taos Ski Valley (TSV). Thirty outdoor recreation companies were in attendance. The Rep will continue to work with these companies from the recruitment perspective as the Outdoor Recreation Division is established in NMEDD. The Rep convened a meeting with TSV and UNM Anderson to sponsor and develop a seminar for NM companies to learn the B-Corp certification process.

The Rep assisted Torrance County with a NMFA Local Government Planning Fund application to fund an economic development strategic plan. The county has been awarded \$50,000 by NMFA to complete the plan.

NM Land Grant in Region 2: New Mexico Land Grant Piedra Lumbre Visitor Center has been purchased from the Forest Service with \$950,000 in Capital Outlay received in FY 2019. Rio Arriba County will be the fiscal agent to complete this purchase. The Regional Rep has worked with the New Mexico Land Grant Council and consultants on a feasibility study to determine the best reuse of this former Forest Service Visitor Center, Museum and Zoo, with a travel center and inn.

Region 3

Through the assistance of the Regional Representative, Lending Solutions Inc. announced plans to expand to Albuquerque and occupy 18,000 square feet Downtown. The company will employ 178 people.

Region 4

Tapetes De Lana, a private not-for-profit organization, owns the Chief Theatre in Mora and has been working to renovate the historic theatre. The Regional Representative has been actively involved in all facets of the project, including working with the architects and consultants, and

organizing discussions with other community theatre owners. The final piece of this renovation was funded with FY20 Capital Outlay for \$240,000.

The Pecos Theatre, in Santa Rosa, received funding for its last phase of restoration with an FY19 Capital Outlay award of \$300,000. This is the last funding required to complete the renovation of this historic theatre which is owned by Guadalupe County. The Regional Representative worked with the previous owner, consultants, staff, and other theatre owners. A dedication event is expected in the fourth quarter of FY19.

Region 5

Stubbs Engineering is receiving \$1,500 in job creation funding from the City of Las Cruces through the Wage Plus Program. The Regional Representative worked with City staff to define the program, and to process the funding request. She worked with the company to prepare the necessary documents to request funds.

New LEDA projects assisted: Ganymede Games, LLC, 51 Jobs

Region 6

The Regional Representative assisted Otero County EDC in creating local a LEDA PPA (Project Participation Agreement) for Moran-Wright Jewelry Products in Alamogordo which will create 11 new jobs.

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	0		6

Office of Science & Technology (OST)

Innovation Voucher Grants

Nine tech startup companies received \$2,000 Innovation Voucher grants in the Spring FY19 awards. Applicants must be a New Mexico-based science or technology company with a New Mexico address, and be affiliated with an approved program.

Spring Awardees:

- Acoustic Biosystems has developed systems that employ resonant ultrasonic waves in fluid chambers. These systems can be used as a 'continuous flow centrifuge' to separate and process cells and blood in medical devices.
- EquiSeq develops and sells genetic tests for horses. For horse breeders who seek to improve the health of horses, EquiSeq's Myopathy Panel is a set of DNA tests that predict the onset of muscle-wasting disease before symptoms appear.
- Guidance Foundation is a group mental health outpatient practice. Their innovation includes Artificial Intelligence in their Electronic Medical Record to improve doctors' diagnostic abilities.
- HatchForm creates innovative strategies and programs for economic development organizations, communities and governments, and entrepreneur support organizations like innovation hubs, accelerators, and business incubators.
- Integrated Deposition Solutions, IDS, has developed the next-generation of aerosol printing technology, NanoJet™.
- NeuroGeneces is a health tech startup that improves neurological health through sleep science.
- Parental Values is a mobile parental control that provides parents the tools to monitor, track and control the content on their children's mobile devices.
- RadPhysics Services (RadPhysics) provides radiation oncology professionals with a comprehensive and integrated approach to error management.
- Think Ubiquitous builds computational utilities that pack heavy computational power in easy-to-use modular data solutions for unique applications.

New Mexico Small Business Innovation Research Matching Grants (NMSBIR)

This program awards competitive grants to help science and technology-focused small businesses bring their research and innovation to the marketplace as products and services. The grants provide matching funds to New Mexico companies that have been awarded a federal SBIR grant. The maximum Phase I matching grant is \$25,000 and for Phase II that amount is \$50,000.

Two companies were awarded NMSBIR matching grants for Spring FY19:

- IDEAS Engineering and Technology develops high-reliability, cost-effective electronic subcomponents for space applications. The company currently has a SBIR Phase II grant from the Air Force Research Laboratory and it will receive \$50,000.

- mPower Technology is commercializing technology to capture solar energy at the highest possible efficiency. The company has a SBIR Phase I grant from the Army and it will receive \$25,000.

Office of International Trade

Goal: Increase exports of NM goods and services

- 1). Recruited 3 companies for the Las Vegas Shot Show and IWA Outdoor Classics Trade Show in Nuremberg, Germany including Wicked Edge, Santa Fe, Santa Fe Stoneworks, Santa Fe, and Falcon Industries, Moriarty, with combined, reported sales orders at these events of \$1 million.
- 2). CFPD Software was sponsored for the IRWTC Trade Show in Bangkok, Thailand with interest for software purchases of \$100,000 over a one-year period.
- 3). Recruited and funded participation in the Builders Supply Show in Las Vegas for two companies including Old Wood, LLC, Las Vegas, and LDS Lighting, Albuquerque, with sales of \$300,000 of follow-on orders at the conclusion of the show.

Goal: Increase awareness and export readiness of NM companies

- 1). Provided one-on-one export counseling services to 25 companies in preparation for NM SBA STEP-funded and other trade initiatives.
- 2). Held a Doing Business in Hong Kong Workshop in partnership with the Hong Kong Trade Development Council in Los Angeles which was attended by 35 New Mexico companies seeking to export to Hong Kong and participate in the Hong Kong Food Show in August 10-15, 2019.

Goal: Increase number of trade leads generated by NM overseas trade offices

- 1) NM Middle East Trade Office worked with 10 New Mexico companies seeking to export to the Middle East and requiring assistance for contacts with potential Israeli and Middle East region importers.
- 2) NM Taiwan Trade Office worked with 7 New Mexico companies to participate in the Taiwan USA Trade Show.

Goal: Increase level of Foreign Direct Investment in New Mexico

- 1) Met with German FDI (Foreign Direct Investment) prospects to plan for visit with Economic Development Secretary, who will meet with German companies seeking to invest in New Mexico.
- 2) Completed recruitment of additional 5 Ireland FDI prospects with a visit by Little Pharma, an Irish company of specialty beverages seeking to invest in New Mexico. Also qualified 10 United Kingdom prospects for FDI recruitment purposes.

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: In the third quarter the film division had an influx of new TV series, pilots and features as well as a plethora of inquiries into creating many projects in New Mexico. Current TV series in production include: pilot (NBC), *Interrogation Season 1* (CBS All-Access), *Better Call Saul Season 5* (Sony/AMC), *Meow Wolf: Live, Meow Wolf: Community Voices* (live episodic streaming). Current feature films include: An Amblin project, *Junkyard* (indie), a BRON studios production, *Model Citizen* (indie), *Millennium Bugs* (indie) and *Mason Bros. Midnight Zombie Massacre* (indie). New Mexico hosted yet another high profile music video: *Space Job: Solange Knowles* as well as a national commercial from *TIM-Italian Mobile Network* and the regionally broadcast *Fyzical Commercials*.

Workforce Development: The Job Training Incentive Program for Film & Multimedia (JTIP) provides multiple ways for residents to advance in this industry and to keep talent in-state. The program continues to evolve and expand to meet industry needs. The Film Crew Advancement Program (FCAP) is the division's priority program in training as it provides high-wage job opportunities with production companies where crew can diversify and advance their skill sets increasing retention and continual employment in the industry. As an additional incentive to the film tax credit, productions that hire qualifying, local crew are reimbursed fifty percent (50%) of a qualifying resident's wages for up to 1040 hours. In addition, the program encourages

veterans and reserve member components to apply transitional skill sets to this industry in an initiative entitled “Operation Soundstage.”

Highlights: In the third quarter: four (4) companies qualified for FCAP with fifty-five (55) resident participants at an average wage of \$23.33 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 third quarter: the division launched a new training program. The mission of the training series is to identify and pre-train New Mexico residents who have transferrable skills required to work in various departments in the NM film and television industry. Trainings completed include:

- Travel Coordinators with 53 attendees
- Set Medics with 14 attendees
- PA Training with 62 attendees
- Art Dept Training with 66 attendees

Three speaker series lunch time events were held and alternated between Albuquerque and Santa Fe. Topics included:

- A Guide to NMFO Resources – 15 attendees
- Internships – 19 attendees
- IATSE Local 480, What You Need to Know – 32 attendees

On February 16th NMFO hosted the annual Education Summit in Albuquerque; 48 educators from across the state attended. The educators identified 4 areas they would most like to see change: Creating a Common Picture, Needs Assessment, Marketing NM film programs to other states and new ways to look at internship programs and the distribution of NRCE money. The groups are meeting on their own to come up with more solutions and will reconvene at this year’s Film & Media Industry Conference in August.

NMFO also held a cast and crew screening of the NM shot film *Cliffs of Freedom*.

The New Mexico Filmmakers Showcase was open for submissions, this year we limited the submissions to 30 minute or less films and got 53 submissions. The judging is now underway to determine the finalists.

The NMFO partnered with the New Mexico Governor's Mansion Foundation to host a contest for all New Mexico students to design the 2020 Official New Mexico Ornament. Entries are due by April 15th.

The date for the New Mexico Film & Media Industry Conference have been announced: August 9th & 10th at the Hyatt Regency in downtown Albuquerque.

NMFO has posted 2 new podcasts, one with Chris Conrad, an actor from *Our Lady, LTD*, and the other with Brent Garcia from the Four Corners Film Festival.

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	56,655		240,923
Direct spending by film industry productions (in millions)	\$330	\$112.2	\$132.3	\$88.1		\$332.6

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	Lepirino 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	Lepirino 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	
Q3 DATE	COMPANY NAME		LOCATION	TYPE OF PROJECT			NUMBER OF JOBS			PROGRAM SUPPORT	
				RELOCATION	EXPANSION	STARTUP	RURAL	URBAN	TOTAL		
1/11	Aqua Membranes		water filtration technology	Albuquerque			1		5	5	JTIP
1/11	National Water Services		water filter systems	Santa Fe		1			2	2	JTIP
1/11	Ideum		design & build interactive displays	Corrales		1		14		14	JTIP
1/11	RingIR, Inc.		detection systems	Albuquerque		1			3	3	JTIP
1/11	Sendero Midstream		gas processing	Loving		1		9		9	JTIP
1/11	NM Solar Group		design & install solar panels	Roswell		1		8		8	JTIP
1/11	Mother Trail LLC		contract manufacturer	Albuquerque			1		6	6	JTIP
1/11	Tempur Sealy International		manufacturing	Albuquerque		1			46	46	JTIP
	Kane Robotics		robotics for aerospace industry	Albuquerque	1				20	20	NMP
2/1	Ganymede Games		digital media	Las Cruces	1				51	51	LEDA/NMP
2/8	Splitter Designs		handcrafted gear & jewelry	Taos		1		1		1	JTIP
2/8	Ridgeline Manufacturing		precision machining	Albuquerque		1			2	2	JTIP
2/8	Rhodes Group		medical software	Albuquerque		1			2	2	JTIP
2/8	NM Consortium		life sciences research	Los Alamos		1			20	20	JTIP
2/8	NM Solar Group		solar panel design & installation	Berino		1		10		10	JTIP
2/12	Lending Solutions Inc.		financial customer services center	Albuquerque	1				178	178	CBRDT
	Moran-Wright Jewelry Products		manufacture jewelry products	Alamogordo	1				11	11	CBRDT
3/8	Compass Components		wiring harness manufacturer	Deming		1		30		30	JTIP
3/8	OpenEye Scientific Software		information technology	Santa Fe		1			4	4	JTIP
3/8	Unity BPO		healthcare IT infrastructure	Albuquerque		1			17	17	JTIP
3/8	The Boeing Company		aerospace manufacturing	Albuquerque		1			24	24	JTIP
3/8	Flow Science		software for fluid dynamics	Albuquerque		1			1	1	JTIP
Q3 Totals					4	16	2	72	392	464	

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	464		2,719
	Total number of rural jobs created	1,500	86	1,020	72		1,178
	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	71		417
	Number of PROs submitted by the Partnership	84	14	6	10		30
EDD	Number of business development projects resulting in job growth, new investment, or increased revenue	12	6	6	2		14
	Dollars of private sector investment in MainStreet districts (in millions)	\$11	\$6.20	\$6.84	\$8.90		\$21.9
	Number of building rehabilitations	150	69	64	67		200
	Number of private sector dollars leveraged by each dollar through LEDA	15:1	6	52.29	5.58		
	Number of jobs created by the use of LEDA funds	2,200	873	2,139	51		3,063
	Technical assistance provided to a community that results in a new economic development program or asset	4	5	1	0		6
	Number of workers trained by JTIP	2,050	769	190	985		1,944
	Average hourly wage of jobs funded by JTIP	No target	\$17.56	\$21.39	\$15.90		
FILM	Number of film and media workers days	300,000	96,543	87,725	56,655		240,923
	Direct spending by film industry productions (in millions)	\$330	\$112.2	\$132.3	\$88.1		\$332.6

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