

# New Mexico Economic Development Department (NMEDD) FY 2015

## 3<sup>rd</sup> Quarter Performance Report: Key Measures

*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

The 2015 legislative session was spectacularly successful for the Economic Development Department despite a lean year of available funds due to low oil prices. The department received a record \$37.5 million in LEDA capital outlay funds, more than any other year since the program began in 1994. The Job Training Incentive Program received \$7.5 million, with funds available immediately. EDD also received \$300,000 for the Technology Research Collaborative, \$130,000 in recurring funding for certified business incubators, and an additional \$350,000 for MainStreet.

The third quarter of this fiscal year was relatively quiet compared to the second. Governor Martinez announced on February 17<sup>th</sup> that Seamless Medical Systems (start-up) will create 30 new jobs in Santa Fe at an average salary of \$90,000. The Angel Investment Tax Credit helped the company raise \$2 million in capital from New Mexico residents.

On March 4<sup>th</sup> SolarCity, a company started and owned by Elon Musk, announced its expansion to New Mexico. The company provides affordable solar panels through its MyPower loan program and already has a presence in 15 other states. SolarCity is located in Albuquerque and expects to employ 88, in sales, installation and related roles.

MCS, a company that manufactures picture frames with recycled Styrofoam, announced a competitive expansion in Santa Teresa on April 6<sup>th</sup> (the project closed before March 31<sup>st</sup>). New Mexico competed with El Paso for the expansion. MCS will relocate its printing operations from Pennsylvania and construct a 215,000 square-foot facility in the new Westpark Logistics Center. The expansion will create 20 new jobs.



[Off the Road in New Mexico](#), a website featuring the cultural and heritage resources in 28 MainStreet and nine Arts and Cultural District communities throughout the state, was re-launched in February. The site was created to provide a one-stop shop for residents, visitors and potential tourists who have specific cultural interests, such as WPA & New Deal projects, and will plan a trip to New Mexico around visiting these sites.

Key Performance Measures	1 <sup>st</sup> Qtr	2 <sup>nd</sup> Qtr	3 <sup>rd</sup> Qtr	YTD
Total number of jobs created due to EDD efforts	1,188	1,309	205	2,782
Number of rural jobs created	573	209	90	872

## New Mexico Partnership (NMP)

In the third quarter the Partnership reported one relocation and three competitive expansions:

- SolarCity: 88 jobs in Albuquerque
- Omega Trucking: 20 jobs in Santa Teresa
- Santa Teresa Holdings: 20 jobs in Santa Teresa
- MCS: 20 jobs in Santa Teresa

The booming economy at Santa Teresa continues to contribute heavily to the Partnership’s performance metrics with five of the seven “locates” reported this year. The other two projects were located in Pena Blanca and Albuquerque. Global Fashion Technologies, reported in the second quarter, has been subtracted from the Partnership’s performance metrics because the company has been unable to close a real estate deal.

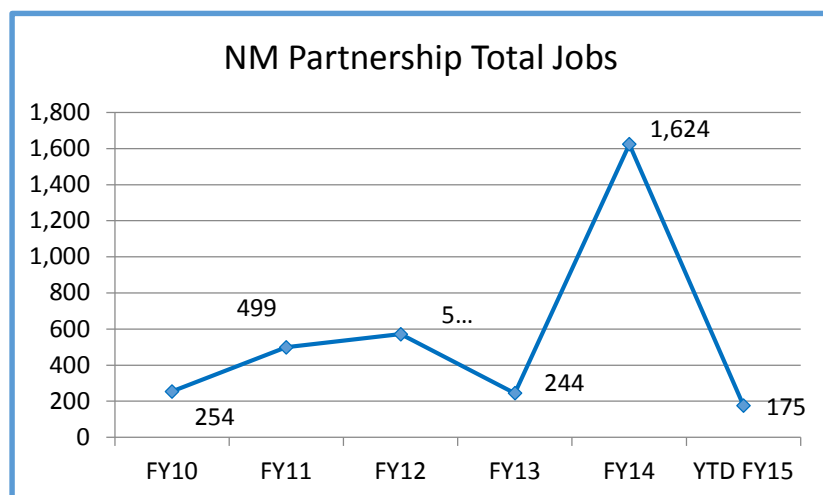
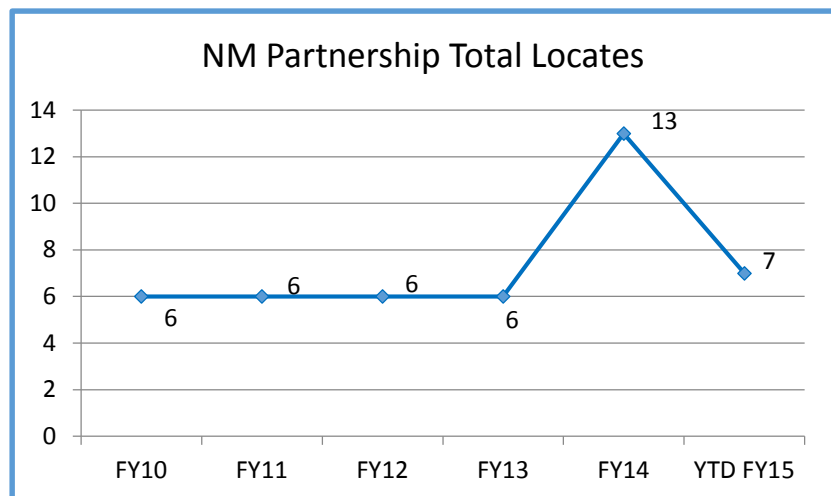
During the quarter the Partnership conducted five sales missions: to the Carolinas, Southern California, Phoenix, Houston and Austin, and Atlanta. Four local economic development organizations participated in these trips.

### Key Performance Measures:

Three trade shows and industry conferences were also on the marketing calendar: the Site Selectors Guild, the Green Data Center Conference, and Select USA, which included a New Mexico reception attended by Governor Martinez and Secretary Barela.

In other metrics:

- 120 leads were generated,
- 32 PRO’s were sent out, and
- there were seven site visits to the state.



Office of Business Advocacy (OBA)

During the third quarter the one staff person dedicated to the OBA left the department. Despite the departure, OBA resolved 20 cases during the quarter:

1. Axiom, Santa Fe County
2. Clifton Larson Allen LLP, Albuquerque
3. Fen Smith, Hobbs
4. Pecos Business Association, San Miguel County
5. Enhanced Clean Fuels, Salt Lake City
6. Growstone, Albuquerque
7. Blue Spruce, Abiquiu
8. Industri ES, Albuquerque
9. Sticks & Stones Custom Building, Angel Fire
10. Mosquero City Bar, Harding County
11. NICOR, Albuquerque
12. The Spot Bar, Corrales
13. Chili Line Depot, Tres Piedras
14. B.H. Capital Limited, Albuquerque
15. New Mexico Transloading, LLC, Albuquerque
16. Ponderosa Valley Winery, Sandoval County
17. Clifton Larson Allen LLP, Albuquerque



*Ponderosa Valley Winery, Jemez Mountains*



*Chili Line Depot Restaurant, Tres Piedras*

18. Sandoval County (Bernalillo)
19. Bovits Inc., Encino
20. Amazing Jumps, Albuquerque

Key Performance Measure	1 <sup>st</sup> Qtr	2 <sup>nd</sup> Qtr	3 <sup>rd</sup> Qtr	YTD
Number of business advocacy cases solved	23	14	20	57

## Economic Development Division

During the department's five year planning process the Community, Business, and Rural Development Team worked with EDD's Rural Economic Development Council to identify priorities for rural areas of our state. One identified need resulted in the evolution of the Certified Communities Initiative (CCI) to the Local Economic Assistance and Development Support (LEADS) program. CCI was created in 2003 primarily as a funding mechanism for communities with an active business recruiting program. LEADS emphasizes the importance of business expansion, retention and start-up activities. Funding criteria for the program will be measured on whether a project can help recruit, retain or create jobs in economic-base industries; develop the tax base; or encourage business development. Applications for program funding are due on May 1<sup>st</sup> and the [application and policy manual](#) are available on EDD's website.

A second initiative identified in the five year plan is rural business incubation. A pilot effort to enhance entrepreneurship programs outside metro areas will be undertaken in the remainder of the fiscal year by the state's five certified business incubators. Each incubator will mentor a community that has a goal of starting, enhancing or identifying an appropriate program for their rural community or region.

- WESST Enterprise Center is providing technical assistance to the Village of Los Lunas to undertake a feasibility study that will determine a sustainable program for Valencia County.
- Santa Fe Business Incubator will assist the Pueblo of Zuni in completing a goal identified during the Pueblo's participation in the MainStreet Frontier Communities Initiative last year, the potential creation of an arts center. Seventy percent of the Zuni workforce is involved in some type of arts production and this initiative should enable more workers to start businesses and realize more income from their work.
- Arrowhead Center at NMSU is helping Otero County start a program that will facilitate the growth of an unmanned aerial systems cluster in the region.
- The Enterprise Center at San Juan College is assisting the City of Aztec in opening a business incubator in the downtown commercial district. The City anticipates opening the facility by June 30<sup>th</sup>.
- The South Valley Economic Development Center is guiding Las Vegas, San Miguel County and Highlands University toward launching an Enterprise Institute that will be located in a former residence hall on the University campus. One goal of the Institute is to facilitate the commercialization of technologies developed at the University.

New jobs reported earlier this year were removed because the expansions did not take place:

- PESCO, in Farmington, reports that the expansion of 150 jobs is on hold. The LEDA funds have been disencumbered.
- AerSale, in Roswell, has not expanded to the level we originally reported in the second quarter, those 50 jobs have also been subtracted.

The first and second quarter performance results have been amended accordingly.

### Finance Development Team

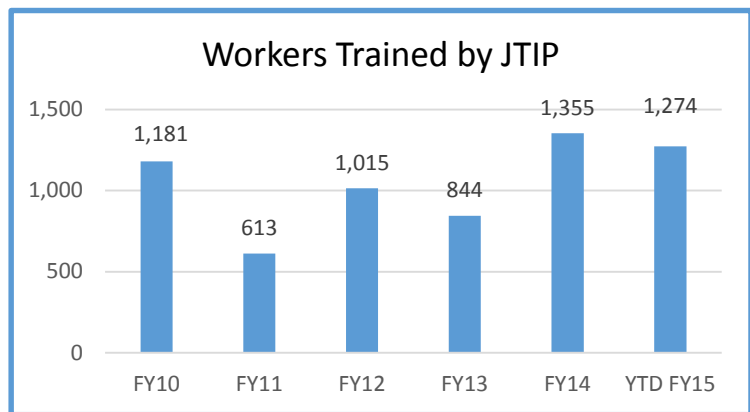
Four LEDA projects were allocated in the third quarter representing a total of 554 jobs. The quarterly ratio of private sector dollars to LEDA funds is 30 to 1.

Company	Location	LEDA Investment	Jobs	Capital Investment
CAanes	Albuquerque	\$100,000	30	\$514,000
Oro Grande	Otero	\$750,000	50	\$25,000,000
MCS	Santa Teresa	\$125,000	14	\$11,163,000
Comcast	Albuquerque	\$400,000	460	\$4,900,000
<b>Totals</b>		<b>\$1,375,000</b>	<b>554</b>	<b>\$41,577,000</b>

### Job Training Incentive Program (JTIP)

Due to a lack of available funds, the Job Training Incentive Program (JTIP) met only once to consider applications, in January. Of the eight applications approved, three companies were not counted as new jobs due to prior announcements: Comcast 450; Fidelity 232; CertoPlast 7.

The eight companies approved for funding this quarter represent 716 trainees, moving JTIP past its annual target of 1,000. Three of the companies are considered “high-tech” and pay a higher wage, with each above \$20/hour. RIEtech Global funded 12 positions at \$50.08 per hour. This resulted in an approved average wage for the program in the second quarter of \$18.96.



JTIP will meet again in April with funds made available during the 2015 legislative session. Applications for the April meeting total \$3.5 of the \$7.5 million allocated to the program during the session.

Key Performance Measures	1 <sup>st</sup> Qtr	2 <sup>nd</sup> Qtr	3 <sup>rd</sup> Qtr	YTD
Number of workers trained by JTIP	340	218	716	1,274
Average hourly wage of jobs funded by JTIP	\$15.92	\$16.62	\$18.96	

## New Mexico Film Office

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

### Recruitment

Several productions were announced during the quarter:

- A Paramount Pictures production starring Tina Fey and Margot Robbie is filming in Albuquerque and Santa Fe through April. The production employed 212 crew members and over 3,500 local background talent.
- The Netflix production *The Ridiculous Six*, a western comedy starring Adam Sandler, began shooting in the Santa Fe area in February.
- Feature *Hellbent* filmed in Santa Fe, Moriarty and Albuquerque during February and March.
- Sony Pictures television pilot *Endgame* filmed in Albuquerque in March.
- The fourth season of the television drama *Longmire* will film in New Mexico March through June. Film locations include Las Vegas, Santa Fe, Pecos and Valles Caldera. Netflix will stream the fourth season late in 2015.

There are four additional announcements scheduled for the fourth quarter.

Key Performance Measures	1 <sup>st</sup> Qtr	2 <sup>nd</sup> Qtr	3 <sup>rd</sup> Qtr	YTD
Number of film and media worker days	82,524	115,642	66,391	264,557
Number of new films and media productions principally made in New Mexico	29	16	8	53
Direct spending by film industry productions in millions	\$44.6	\$67.3	\$77.9	\$189.8

### Workforce Development

The Job Training Incentive Program for Film & Multimedia is divided into two sub-programs, the Film Crew Advancement Program (FCAP) and the Pre-Employment Training Program (PETP). FCAP is currently the top priority, providing an additional incentive to productions to hire local crew by reimbursing the company 50% of a qualifying resident's wages for up to 1,040 hours. During FY15 Q3 six companies qualified for FCAP with seventy-three resident participants.

### Statewide Outreach Initiatives

In Q3, the New Mexico Film Office announced the schedule for the 2015 NM Filmmakers Showcase which featured 43 independent projects shot statewide, including Albuquerque, Sandia Park, Santa Fe, Portales, Farmington, Capitan, Clovis, Las Cruces and Roswell. Winners of the Showcase continue to travel New Mexico throughout the year, screening in collaboration with local film festivals and theaters.



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

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

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Associated Energy Services	transloading & logistics services	Pena Blanca	7/7/2014	NMP		10						10
Green Theme Technologies	environmentally friendly textile finishing	Albuquerque	7/11/2014	JTIP			5					5
EcoPesticides International	manufacture pesticides	Albuquerque	7/11/2014	JTIP			1					1
Sierra Peaks	R&D and production prototyping	Albuquerque	7/11/2014	JTIP			20					20
NICOR	manufacture lighting	Albuquerque	8/8/2014	JTIP			10					10
3D Glass Solutions	electronics manufacturing	Albuquerque	8/8/2014	JTIP			3					3
Imagine Education	software development	Taos	8/8/2014	JTIP				1				1
CAaNES	cyber security technology	Albuquerque	8/8/2014	JTIP			12					12
GCC Rio Grande	cement plant	Tijeras	8/8/2014	JTIP				13				13
J.W. Industries	precision prototyping & machining	Albuquerque	8/8/2014	JTIP			4					4
Positive Energy Solar	solar panel installation	Santa Fe	8/8/2014	JTIP			28					28
Accurate Machine & Tool	machine, tool & injection molding	Los Lunas	8/13/2014	OFS/FDT				250				250
Neptune Aviation	aviation services	Alamogordo	8/15/2014	FDT		10						10
New Mexico Poles	manufacturing	Alamogordo	8/15/2014	FDT		18						18
PESCO	manufacture & service oil & gas equipment	Farmington	8/29/2014	OFS/JTIP			0					0
Santa Fe Brewing Company	brewery	Santa Fe	9/4/2014	OFS/FDT			105					105
S&P Data	customer service center	Rio Rancho	9/10/2014	OFS/FDT			425					425
IntelliCyt	life sciences technologies	Albuquerque	9/12/2014	JTIP			1					1
Senior Scientific	bioimaging detection systems	Albuquerque	9/12/2014	JTIP			1					1
FLUTE	groundwater assessment	Alcalde	9/12/2014	JTIP				1				1
Emerging Technology Ventures	UAV manufacturing	Alamogordo	9/12/2014	JTIP				5				5
Compass Components	wiring harness manufacturer	Deming	9/12/2014	JTIP				10				10
Google	UAV manufacturing	Moriarty	9/23/2014	FDT		200						200
Preferred Produce	organic food production	Luna County	9/23/2014	FDT				10				30
Strategic Aerospace	UAV pilot training	Roswell	9/23/2014	FDT		25						25
<b>TOTALS FOR 1ST QUARTER</b>					<b>0</b>	<b>263</b>	<b>615</b>	<b>290</b>	<b>0</b>	<b>0</b>	<b>615</b>	<b>573</b>

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

Flagship Foods	food processing	Albuquerque	10/7/2014	OFS	300							300
xF Technologies	petroleum enrichment	Albuquerque	10/10/2014	JTIP			5					5
Samson Equipment	sports equipment manufacturer	Las Cruces	10/10/2014	CBRDT/JTIP			5					5
Private Label Select	organic cosmetic production	Taos	10/10/2014	CBRDT/JTIP				10				10
P4Q USA Inc.	manufactures printed circuit boards	Albuquerque	10/10/2014	JTIP			15					15
Rio Bravo Brewing	brewery start-up	Albuquerque	10/10/2014	JTIP					2			2
Aircraft Technical Services	aircraft maintenance & reactivation	Roswell	10/10/2014	CBRDT/JTIP				44				44
NGL Energy Partners	energy transportation & logistics	Cibola County	10/21/2014	CBRDT/FDT		115						115
Tucumcari Mountain Cheese Factory	food processing	Tucumcari	10/22/2014	CBRDT				20				20
Comcast	customer service center	Albuquerque	10/27/2014	OFS			450					450
Global Fashion Technologies	recycled fibers manufacturing	Belen	10/28/2014	NMP		0						0
New Mexico Shrimp Company	aquaculture	Las Cruces	11/1/2014	CBRDT					1			1
Ideum	interactive computer-generated exhibits	Corrales	11/14/2014	JTIP			6					6
Nuvita LLC	customized corporate wellness programs	Albuquerque	11/14/2014	JTIP			3					3
Still Solutions	customized systems software for insurance	Albuquerque	11/14/2014	JTIP			1					1
New Mexico Transloading LLC	logistics & transportation	Albuquerque	12/1/2014	OFS	200							200
United Poly Systems	pipe manufacturer	Albuquerque	12/4/2014	OFS	35							35
New Mexico Food Distributors	food processing	Albuquerque	12/4/2014	FDT			80					80
Thrush LLC	logistics services	Santa Teresa	12/10/2015	NMP		5						5
Southwest Steel Coil	steel coil splitting	Santa Teresa	12/10/2015	NMP				12				12
<b>TOTALS FOR 2ND QUARTER</b>					<b>535</b>	<b>120</b>	<b>565</b>	<b>86</b>	<b>0</b>	<b>3</b>	<b>1,100</b>	<b>209</b>
<b>MID-YEAR TOTALS</b>					<b>535</b>	<b>383</b>	<b>1,180</b>	<b>376</b>	<b>0</b>	<b>3</b>	<b>1,715</b>	<b>782</b>



Third Quarter: January 1, 2015 - March 31, 2015

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Vitality Works Inc.	herbal extract manufacturing	Albuquerque	1/9/2015	JTIP			7				7	
RIEtech Global, LLC	integrated motion control systems mfr	Albuquerque	1/9/2015	JTIP			12				12	
Vibrantcy, LLC	software development	Albuquerque	1/9/2015	JTIP					5		5	
National Water Services, Inc.	manufacturers water purification systems	Santa Fe	1/9/2015	JTIP			1				1	
ComboTrip, LLC	travel planning software	Albuquerque	1/9/2015	JTIP					2		2	
Omega Trucking	logistics	Santa Teresa	1/15/2015	NMP			20				20	
Santa Teresa Holdings LLC	cold storage and distribution	Santa Teresa	1/15/2015	NMP						20		20
Seamless Medical Systems	mobile medical technology	Santa Fe	2/17/2015	OFS			30				30	
Solar City	solar panel installation	Albuquerque	3/4/2015	NMP	88						88	
MCS	picture frame manufacturing	Santa Teresa	4/6/2015	NMP				20				20
Orogrande Garnet Company LLC	products created from mined garnet	Otero County		LEDA						50		50
CAaNES	cyber security technology	Albuquerque		LEDA			30				30	
<b>TOTALS FOR 3RD QUARTER</b>					<b>88</b>	<b>0</b>	<b>100</b>	<b>20</b>	<b>7</b>	<b>70</b>	<b>195</b>	<b>90</b>



To: Elizabeth Davis/NMEDD  
Barbara Brazil/NMEDD  
From: Steve Vierck/NMP  
Date: April 10, 2015  
Subject: Third Quarter FY2014-15 report to NMEDD

It was a very strong quarter for the Partnership's marketing as evidenced by the "pipeline" performance measures - Leads, Qualified Prospects, and Site Visits results all exceeding the quarterly goals. Results from marketing initiatives are the highest they have been in many years. There were four locates and 148 jobs during the third quarter of FY2014-15.

The primary need at this juncture is to work effectively with the other key organizations required to close projects, including the New Mexico Economic Development Department and the respective community and regional economic development organizations, in order to close many of the large number of prospects that are in the final stages of their decision making processes.

Pending and Probable Locates/Limiting Competitive Factors:

As the attached table shows, there are a large number of prospects that are either almost completed or high probability (1975 jobs) in coming months. The second table identifies the principle reason for projects not selecting New Mexico. Scarcity of appropriate buildings has been the most common detrimental factor, followed by incentives, financing and workforce deficiencies.

Sales Missions:

Five successful sales missions were taken during the quarter to the following regions with the number of meetings with corporations and site consulting firms indicated. Regional economic development groups participating in the sales missions included Albuquerque Economic Development, Mesilla Valley Economic Development Alliance, Economic Development Council of Lea County, and Otero County EDC.

- Carolinas(7)
- Southern California(9)
- Phoenix(6)
- Houston/Austin(8)
- Atlanta(6)

Trade Shows/Industry Conferences:

NMP participation in trade shows/industry conferences included the following events.

- Site Selectors Guild
- Green Data Center Conference
- Select USA (we also sponsored a New Mexico reception which Governor Martinez attended)

#### Advertising and Earned Media:

NMP has significantly increased advertising over the past year, particularly within the leading site selection journals read by corporate real estate and site selection executives. Third quarter placements included the March/April issue of "Business Facilities", the March issue of "Site Selection", the March issue of "Are Development – Location USA" and the January/February issue of "Expansion Solutions". In addition, NMP staff worked closely with the Governor's Office and NMEDD to arrange and participate in interviews of Secretary Barela by leading site selection magazines. An interview of Governor Martinez was arranged with FDi, a leading foreign direct investment periodical.

#### Social Media:

Newsworthy items, including company announcements, were periodically posted on social media channels Facebook and Twitter and sent to our consultant and company e-mail list.

#### Website:

Most phases of the website overhaul were completed and launched in conjunction with GIS Planning.

#### Prospect Data Base:

Continued monthly progress was made on an important NMP objective to improve our lists of industry-specific contacts. NMP contractor Global Perspectives Integrated(GPI) continued to expand and refine for potential recruitment the lists of maquila suppliers as well as west Texas companies whose leases are nearing completion.

#### Research:

Increasing use was made of the Metrocomp cost comparison and the new transportation cost estimation software, an on-going collaborative research initiative between NMEDD and NMP under a cost sharing agreement.

#### Communication:

Lists of Top Prospects were updated monthly and shared with the NMP Board and NMEDD. Quarterly prospect review calls were held with New Mexico economic development groups and NMEDD staff. Meetings on at least a monthly basis were held with senior NMEDD staff to review prospect status and other initiatives. Weekly written reports, including prospect activity and site visits information, were sent to NMP Board members and NMEDD senior staff.

#### 3rd Quarter Results:

Leads: 120

Prospect Recruitment Opportunities (PRO's): 32

Qualified prospect generation has been very strong with a three month moving average of over 10/month versus a metric of 5/month. This surge has continued since August 2014.

Site Visits: 7(although many prospects take multiple visits we count only the initial visit)

1. Project Tech
2. Project Skyline
3. Project Maestro
4. Project Oro
5. Project Volcano
6. Project Eureka
7. Project Tex

Locates: 4

Project MK/Trucks (Omega Trucking)  
Project Cuarto Frio (Santa Teresa Holdings)  
Project Muskrat (Solar City)  
Project Maestro (MCS)

➤ Jobs: 148 (rural 60)

Project MK/Trucks (Omega Trucking) – 20/Santa Teresa  
Project Cuarto Frio (Santa Teresa Holdings) – 20/Santa Teresa  
Project Muskrat (Solar City) – 88/Albuquerque  
Project Maestro (MCS) – 20/Santa Teresa

## Closed and Pending Projects Report

Project Name	Emp.	Description	Status	Notes
Muskkrat	88	Solar Installation	Closed	SolarCity closed in March and had formal announcement April 2 (only counting JTIP eligible positions)
Maestro	12	Lithography/Frame Mfg	Closed	Project closed in March with formal announcement April 6
Direction/Skyline	200-500	Contact Center	Pending	Labor is the key factor. Real estate finalized, company posting positions - project basically closed, but no formal announcement yet
Plug	5	Transload Terminal	Pending	No formal announcement expected due to safety concerns. Opening pending market conditions
Garnett	47	Mining/processing	Pending	Project very close to closing, finalizing IRB/LEDA and infrastructure planning process

**Total 502**

## High-Probability Projects Report

Project Name	Emp.	Description	Region	Key Factors
Deploy	340	Solar Manufacturing	Central NM	Real estate/incentives. Client visited in Jan. Delegation visited company management in March. Close to decision.
Glass Dome	70	Growing Operation	Southern NM	Existing available facility ideal for this particular grower
Bloom	30-40	Bio Fuels	Southeastern NM	Geographic location and incentives support. Expansion of company previously assisted by NMP.
Tech	413	Semi-conductor Mfg	Central NM	Real estate/NMTC eligible and incentives. Client visited in Jan. Delegation visited company management in March.
Carrara	250	Materials Processing	Southeastern NM	Limestone quality, if we have necessary raw material, then incentives vs TX would be a factor
Quality	100	Injection Molding	Southern NM	Evaluating real estate in ST/LC region. Incentives/utility/taxes
Eureka	5	Chemical Processing	Central NM	Proximity to natural resources
TR	100	Construction Materials Mfg	Northern NM	Financing for equipment and building fit out
Ringer	400-700	Contact Center	Southern NM	Existing real estate and incentives
WEC	52	Energy Processing	Southeastern NM	Financing for equipment/facility and permitting
Straw	60	Construction Materials Mfg	Northwestern NM	Financing for operation/incentives.

**Total 1,975**

## Competitive Factors/Projects that Located Elsewhere

Project Name	Emp.	Description	Reason	Explanation
Project Milan	40	WH/Distribution	Real Estate	Lack of existing, suitable building/real estate
Led Zeppelin	12	Metal Fabrication	Real Estate	Lack of existing, suitable building/real estate
Fruta	10	Produce WH/Distribution	Real Estate	Lack of existing, suitable building/real estate
Float	10	WH/Distribution	Real Estate	Lack of existing, suitable building/real estate
Symmetry	700-1000	Contact Center	Real Estate	Lack of large plug-play office buildings (would not consider sublease with existing call center)
Switch	300	Contact Center	Real Estate	Company to reconfigure existing space vs new facility
Chabot	30-50	Data Center	Real Estate	Facility owned by the company in a different state became available
Distant	250-500	Contact Center	Real Estate	Lack of building options for training center
Camo	50	Cybersecurity	Incentives	Incentives not applicable for govt contractors
PV	440-1600	PV Manufacturing	Incentives	Selected another state due to very large incentives package to acquire equipment.
Gamer	100-400	Digital Media Production	Incentives	Selected another state due to incentives/educational partnership.
Crown	800	IT Development	Incentives	Selected another state due to incentives/educational partnership.
Phoenix Phase I	800-1500	Contact Center	Incentives	Selected another state, emphasis on incentives
Project Surge	100	Logistics Operations	Financing	Financing issues
Conversion	30	Natural Gas Processing	Financing	Capital intensive, unable to find financing entity
Trees	250	Insurance Contact Center	Labor	Primarily labor costs and availability, incentives (HWJTC uncertainty)
Trace	1600	High-tech Manufacturing	Labor	Eliminated due to technical workforce being perceived as too small for client.
Shine	800	PV Manufacturing	International Competition	Pursuing other countries - lower cost structure
Capstone	450	Specialty Chemicals/Recycling	Other	NM doesn't have feedstock quantity necessary (input for mfg)
Flare	25	Natural Gas Processing	Other	On hold because of natural gas prices
Vaca	200-300	Meat Processing/WH	Other	Leadership change, project cancelled



Third Quarter: January 1, 2015 - March 31, 2015

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Vitality Works Inc.	herbal extract manufacturing	Albuquerque	1/9/2015	JTIP			7				7	
RIEtech Global, LLC	integrated motion control systems mfr	Albuquerque	1/9/2015	JTIP			12				12	
Vibrantcy, LLC	software development	Albuquerque	1/9/2015	JTIP					5		5	
National Water Services, Inc.	manufacturers water purification systems	Santa Fe	1/9/2015	JTIP			1				1	
ComboTrip, LLC	travel planning software	Albuquerque	1/9/2015	JTIP					2		2	
Omega Trucking	logistics	Santa Teresa	1/15/2015	NMP			20				20	
Santa Teresa Holdings LLC	cold storage and distribution	Santa Teresa	1/15/2015	NMP						20		20
Seamless Medical Systems	mobile medical technology	Santa Fe	2/17/2015	OFS			30				30	
Solar City	solar panel installation	Albuquerque	3/4/2015	NMP	88						88	
MCS	picture frame manufacturing	Santa Teresa	4/6/2015	NMP				20				20
Orogrande Garnet Company LLC	products created from mined garnet	Otero County		LEDA						50		50
CAaNES	cyber security technology	Albuquerque		LEDA			30				30	
<b>TOTALS FOR 3RD QUARTER</b>					<b>88</b>	<b>0</b>	<b>100</b>	<b>20</b>	<b>7</b>	<b>70</b>	<b>195</b>	<b>90</b>