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FOR IMMEDIATE RELEASE
June 13, 2016

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Governor Susana Martinez Announces 224 Well-Paying Jobs in Rio Rancho

Leading California IT Company Expanding Operations to New Mexico

Rio Rancho, NM - Today, Governor Susana Martinez announced that PCM, a leading California IT company, will expand its operations to New Mexico, creating 224 well-paying sales positions with annual salaries ranging between \$45,000 and \$65,000. The expansion is the result of Governor Martinez and other leaders who traveled to California earlier this year to meet with business executives, including at PCM, to tell them about the state's improved business climate.

"When we went to California earlier this year, we had a clear-cut goal: letting companies know that New Mexico is open for business. And because of our efforts, we are bringing a leading IT company to our state. We are proud to welcome PCM to Rio Rancho," Governor Martinez said. "We've made a lot of progress since 2011, adding thousands of jobs and cutting taxes 37 times. But we still have a lot of work to do, and I'm going to continue fighting to make our state more competitive and bring jobs to our state."

PCM provides technology solutions and support to clients throughout North America including the NFL's Cincinnati Bengals and Green Bay Packers, Sea World, Wendy's, GE, and many other international organizations.

"Meeting with Governor Martinez and her team in California was a game changer. Learning about New Mexico's improved business environment and talented workforce was a deciding factor in expanding our operations to this state," said Frank Khulusi, CEO and founder of PCM, Inc. "PCM is excited about the opportunity to build a new sales center and create jobs for hard working New Mexicans. We thank Governor Martinez and Mayor Hull for welcoming us, and for the pro-business environment they've enabled in New Mexico and Rio Rancho."

New Mexico will invest \$700,000 in LEDA funding to invest in infrastructure improvements to accommodate PCM's expansion. LEDA serves as New Mexico's closing fund, and is a valuable tool for recruiting new businesses to the state while helping those that are already here grow and thrive. Governor Martinez has fought to grow the closing fund to \$56 million, up from nearly zeroed out when she took office.

PCM's expansion comes on the heels of Governor Martinez announcing more than 1,000 jobs in communities throughout the state over recent weeks. These have come through a broad and diverse group of industries and sectors, including high-tech and traditional manufacturing, healthcare, information technology, and finance. Some are home-grown New Mexico companies; others are national leaders in their industries.

"We are honored that PCM chose to locate its sales center in Rio Rancho," said Rio Rancho Mayor Gregg Hull. "PCM is an established, proven company that will create high-quality, well-paying jobs for New Mexicans."

EDD will also provide PCM with more than \$568,676 in Job Training Incentive Program funds to help the company hire and train the workforce needed for this expansion. JTIP helps companies hire and train more New Mexicans as they grow, and has been recognized as one of the most successful job training programs in the country.

"Our new competitive environment and incentives are being heard by business leaders in key localities like California," said Economic Development Secretary Jon Barela. "PCM is the most recent example of how improvements in our business climate are vital to job creation and we must continue in this direction."

PCM was founded by two brothers, Sam and Frank Khulusi, in 1987 as Creative Computers, from their home in California. Since then, the company, now known as PCM, has grown into a leading provider of IT products, services, and solutions to businesses, government agencies, educational institutions, and healthcare facilities. It provides access to over 300,000 IT products like tablets, slate, notebooks, desktops, servers, storage and networking, and others from leading manufacturers like Cisco, HP, Apple, Adobe, Lenovo, and Microsoft.

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