

**SUSANA MARTINEZ**  
**GOVERNOR**

**MATTHEW GEISEL**  
**CABINET SECRETARY**



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**Governor Susana Martinez Celebrates PCM's One Year  
Anniversary in New Mexico**  
*PCM Hires 200 Employees*  
*2 Years Ahead of Hiring Schedule*

**Rio Rancho, N.M.** - Today, Governor Susana Martinez joined local officials and PCM executives to celebrate the one year anniversary of PCM's New Mexico sales center. Originally anticipating creating 75 jobs in its first year, PCM has already hired 201 employees, including 37 veterans. PCM plans to meet their 2020 hiring target by the end of 2017 for a total of 224 jobs.

"PCM is showing the world what's possible when you set up shop in New Mexico," said Governor Susana Martinez. "We welcome PCM's success and I'm confident that they will continue to discover what we already know is true - New Mexico is the best place to live, work and raise a family."

Not only has PCM accelerated hiring to give more New Mexicans opportunities for career development, PCM has partnered with community organizations to hire locally and to place an emphasis on veteran hiring. PCM has partnered with the National Guard, Marine Corps League, VFW, American Legion, NM Workforce Connections, Kirtland AFB, and others to help veterans find opportunities at PCM. To date, nearly 40 of PCM's New Mexico hires have been veterans.

"We're proud to bring hundreds of jobs to New Mexico, well ahead of schedule," said Alan Lawrence, President of PCM-G. "Thanks to New Mexico's powerful incentives and the assistance we've received from the State and Rio Rancho, our New Mexico sales center is creating jobs for hard working New Mexicans - giving them the opportunity to develop their careers."

To date, PCM has been awarded \$1,665,696.67 in Job Training Incentive (JTIP) funds to help train their new employees. JTIP is nationally recognized as one of the top five workforce development programs in the country.

"PCM's presence in Rio Rancho positively impacts lives, a community, a region, and a state in countless ways," said Rio Rancho Mayor Greg Hull. "We are happy to have them in our city and look forward to continuing to attract great companies and businesses to Rio Rancho."

New Mexico will invest \$700,000 in Local Economic Development Act (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 fought to grow the closing fund to \$56 million, up from nearly zeroed out when she took office.

"A year ago, we were able to attract PCM to New Mexico, bringing hundreds of jobs to our state - but that was just the beginning," said Economic Development Secretary Matt Geisel. "PCM is providing countless opportunities for training and professional development - improving New Mexico's workforce one employee at a time."

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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