

New Mexico Economic Development Department

FY2012 ANNUAL REPORT

Performance Measures Report & Program Highlights



Front & back cover (large photo):

*Reflection from main terminal building, Spaceport America runway dedication, October 2011.
Virgin Galactic's "White Knight II" can be seen in the reflection.*

Cover, left to right (small photos):

- 1) Governor Susana Martinez speaking at Spaceport America runway dedication, October 2011.*
- 2) Arts & Cultural District sign in Los Alamos.*
- 3) New Mexico Economic Development Cabinet Secretary Jon Barela and Albuquerque Mayor Richard Berry.*
- 4) Actor Robert Taylor in a scene from the A&E television series Longmire, shot entirely in New Mexico.
(photo courtesy of Horizon Scripted Television, Inc.)*



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TABLE OF CONTENTS

4.....	A Message From Governor Susana Martinez
5.....	A Message From Secretary Jon Barela
6.....	FY12 Final Performance Measures and Targets
7.....	Office of the Secretary
7.....	7..... Introduction, Vision, Mission and Strategic Plan
7.....	Key Initiatives
7.....	7..... Building The Borderplex
8.....	8..... Company Stories
10.....	10..... International Trade Successes
10.....	10..... Office of Business Advocacy
11.....	11..... Partnership
12.....	12..... New Mexico State Data Center
12.....	Economic Development Division
12.....	12..... Finance Development Team
13.....	13..... New Mexico MainStreet
15.....	15..... Community, Business & Rural Development Team
16.....	16..... Job Training Incentives Program
18.....	18..... Office of Business Advocacy
18.....	18..... Office of International Trade
19.....	New Mexico Film Office
21.....	New Mexico Border Authority
22.....	New Mexico Spaceport Authority
23.....	Office of Military Base Planning & Support
25.....	FY12 Accountability in Government Act Performance Monitoring Plan
30.....	Business Assistance Verification Form
31.....	FY12 Historical Performance Results
33.....	FY12 Companies Assisted in Creating Jobs



State of New Mexico
Office of the Governor

Susana Martinez
Governor

*M*aking New Mexico a friendly place for people to do business has been our mission since taking office in 2011. Through improving the regulatory environment and implementing tax reforms, New Mexico is becoming a place for job creators to open their doors - and stay open.

While the nation experiences prolonged high unemployment numbers, New Mexico has seen its unemployment rate drop two whole points with 10 straight months of private sector job growth.

Our manufacturing sector experienced a 1.6 percent increase in growth. The transportation and warehousing sector saw an increase in 4.7 percent. In addition, mining continues to increase with logging showing the strongest growth at 11.4 percent.

These are just some of the indicators that show New Mexico is on a rebound. In addition to the reforms we've already put in place we look forward to more growth as we continue to pass legislation that streamlines the state's regulatory process and improves the tax code.

We will become more competitive as we continue to take important actions such as ending the double and triple taxation on goods and services that go into manufacturing products and construction projects. This year, legislation was passed that alleviated this practice, known as "tax pyramiding." This reform was the first broad-based structural change in the state's Gross Receipts Tax seen in many years.

The Office of Business Advocacy has been assisting businesses small and large by cutting through regulatory red tape that had been an impediment to doing business or hiring new workers. I am proud to say that this office has helped in the creation of new jobs and helped many businesses save jobs, especially in the state's rural communities.

Strengthening proven business incentives has also been a major part of our approach to economic growth. For instance, the Job Training Incentive Program, which helps companies hire and train thousands of New Mexicans, saw its funding increase from \$1.2 to \$7.9 million dollars.

As we move forward we will continue to push reforms that strengthen the state and keep New Mexico competitive.

Susana Martinez
Governor of New Mexico



Jon Barela
Cabinet Secretary
New Mexico Economic Development Department

As I travel the state, I hear from New Mexicans who are becoming hopeful about the economic prospects that lie ahead. As part of ongoing community outreach, I visited 31 of the 33 counties and heard from community and business leaders alike. Many of their suggestions were incorporated into our 2012 Legislative package which led to administrative and legislative reforms.

The recent policy changes that reduce burdensome regulations and unfriendly taxes are more welcoming to new investments.

For those reasons, several businesses chose to locate in New Mexico. From avionics leader Bendix/King setting up its headquarters in Albuquerque to Lowe's selecting Albuquerque for its customer care center to Union Pacific breaking ground on its state-of-the-art intermodal rail facility in Santa Teresa.

The Economic Development Department's Office of International Trade also experienced an impressive year. New Mexico improved in ranking from 38th to third in the nation in percentage export growth for 2011. Merchandise exports increased 36 percent in 2011 compared to 2010, growing from \$1.5 billion to \$2.1 billion.

And for the first time, the Economic Development Department included state economic development professionals as part of the strategic planning process that led to many of our initiatives over the year. Through the strategic planning process and with the New Mexico Partnership, we identified seven industry sectors to target: energy & natural resources; aerospace and defense; value-added agriculture; distribution, logistics and transportation; advanced manufacturing; digital media and back office and technical support.

Our MainStreet program continues to be a cornerstone for rural development as are our Financial Development and Community, Business and Rural Development teams.

We are proud of the work that was done in the state to improve the economic climate and look forward to building on these achievements in the coming years.

A handwritten signature in black ink, appearing to read "Jon Barela".

Jon Barela
Cabinet Secretary
New Mexico Economic Development Department

New Mexico Economic Development Department

FY12 FINAL PERFORMANCE MEASURES AND TARGETS

Division & Measure	Annual Target	First Qtr Results	2nd Qtr Results	3rd Qtr Results	4th Qtr Results	Year-End Totals
Office of the Secretary						
Percent of performance measure targets in the general appropriation act that were met	85%	Year End				60%
Economic Development Division						
Number of rural & urban jobs created	2,500	282	1,392	538	472	2,684
Number of rural jobs created	1,100	230	666	434	212	1,542
Number of urban jobs created	3,300	52	726	104	260	1,142
Number of jobs created by aerospace & aviation companies	200	0	0	2	146	148
Jobs created by business expansions	600	80	236	121	168	605
Number of business expansions	40	7	9	9	10	35
Number of urban business expansions	28	2	7	6	10	25
Number of rural business expansions	12	5	2	3	0	10
MainStreet						
Jobs created by MainStreet	570	199	97	171	125	592
Number of communities participating in MainStreet	25	22	22	22	23	23
Community, Business, and Rural Development Team						
Number of certified communities	40	38	36	36	36	36
Job Training Incentive Program						
Number of workers trained by JTIP**	2,000	153	204	475	183	1,015
Number of rural companies participating in JTIP	8	3	2	3	1	9
Number of businesses participating in JTIP	16	7	10	8	7	32
Average annual cost per JTIP trainee	\$2,500	\$8,783	\$6,162	\$3,570	\$2,517	\$4,600
Percent of employees whose wages were subsidized by the job training incentive program still employed by the company after one year.	60	Year End				72%
New Mexico Economic Development Corporation (Partnership)						
Number of jobs created through business relocations facilitated by the Partnership	2,200	0	450	42	80	572
Number of company relocations (NMEDP)	12	0	2	2	1	5
Number of leads created through the EDP	400	109	101	74	108	392
Average annual cost per EDP job created	\$500	Year End				\$913
Office of International Trade						
Number of international trade transactions	10	3	4	3	4	14
Number of international consulting sessions with New Mexico companies by OIT	250	60	35	50	115	260
Number of businesses trained by NM9000 quality management standard:	18	0	0	0	7	7
Film Office						
Number of media industry worker days	150,000	41,939	34,437	39,140	27,530	143,046
Economic impact of media industry productions in New Mexico, in millions	\$300	\$153.3	\$89.4	\$224.4	\$206.7	\$673.8
Number of films & media projects principally photographed in New Mexico	60	15	14	17	15	61
Number of major film productions made in New Mexico greater than 1 million dollars	17	3	4	4	3	14
Administrative Services Division						
Number of payment vouchers accurately processed within seventy-two hours of receipt	40	40	40	40	40	120
Office of Military Base Planning and Support						
Number of military units impacted by the activities of the Commission and the Office	10	9	9	10	10	10
Number of community support organizations that have benefited from the activities of the commission and the office	8	4	5	7	8	8
Number of communities assisted by the Office of Military Base Planning and Support	8	6	8	8	8	8
Border Authority						
Annual trade share of New Mexico ports within the west Texas and New Mexico region	5%	Year End				5%
Percent of program objectives obtained as a result of direct agency interaction with the border trade community, both public and private sector	90%	90%	75%	90%	90%	86%
Commercial and non-commercial vehicular port traffic at New Mexico ports	830,000	200,965	204,792	177,203	183,711	766,671
Number of coordination meetings with border community leaders, congressional offices, Mexican federal agencies, federal and state agencies or international funding resources to maintain integrity of the international border in New Mexico	260	60	45	90	80	275
Spaceport Authority						
Annual aerospace jobs created due to spaceport authority efforts	200	Year End				200
Number of key project milestones completed within established timeframes	11					
Measures in HB 2						



Left: New Mexico Economic Development Department Cabinet Secretary Jon Barela greets constituents in Chaparral.

OFFICE OF THE SECRETARY

Introduction

The New Mexico Economic Development Department (NMEDD) Strategic Plan informs our constituents, legislators and the Governor as to how and where NMEDD resources are allocated to accomplish our statutory directive to create new jobs. It is intended to provide transparency, accountability and flexibility.

Vision For New Mexico:

All New Mexicans are afforded economic opportunities.

Mission:

Enhance and leverage a competitive environment to create jobs, develop the tax base and provide incentives for business development.

FY12 Office of the Secretary Performance Measures		
NMEDD FY 12	Annual Target	FY12 Totals
Percent of performance measure targets in the General Appropriations Act that were met	85%	60%
Total number of jobs created due to economic development efforts	2,500*	2,684*
	* Total number of rural jobs created: 1,100 * Total number of urban jobs created: 1,400	* Total number of rural jobs created: 1,542 * Total number of urban jobs created: 1,142

Strategic Plan

During the spring and summer of 2011, NMEDD undertook a comprehensive strategic planning process that included “Job Creation Townhalls” conducted by Secretary Barela in several communities around the state, meetings with our economic development partners and stakeholders, and a day-long process of prioritizing goals at the Rural Economic Development Forum in Gallup. These goals included infrastructure development, improving the tax and regulatory environment, and restoring state incentives.

The Union Pacific Intermodal Rail Facility development at Santa Teresa is the largest economic development infrastructure project to take place in New Mexico in many years. NMEDD’s legislative package was successful in restoring funding for the Job Training Incentive Program and reducing tax pyramiding on the construction and manufacturing industries. The work continues as we build on the successes presented below.

KEY INITIATIVES

Building the Borderplex

The New Mexico Borderplex has been experiencing great growth due in part to Santa Teresa, New Mexico, one of the most dynamic communities along the U.S./Mexico Border. For example, just a stone’s throw across the border from Santa Teresa in San Jeronimo, Mexico, is the Foxconn Plant, producing one million Dell computers a month and 55,000 computers a day, all transported through New Mexico and distributed across North America. It is estimated that on average, for every three jobs that are created in Mexico in the maquiladora industry New Mexico is positioned to create one job.

That is why Secretary Barela has developed key relationships with officials in Mexico. He meets with his Chihuahua counterpart, the Secretary of the Economy, regularly to discuss border initiatives that benefit both sides such as infrastructure, trade, and recruiting manufacturing companies in Asia back to North America - particularly along the New Mexico/Chihuahua border.

With a soon to be expanded port of entry with shorter wait times than neighboring border states, New Mexico is becoming the ideal place for businesses to locate, especially in the manufacturing, warehousing, distribution and logistics industries.



“Albuquerque provides a compelling opportunity for Bendix/King to create a stand-alone headquarters in a city and state focused on supporting the growth and development of the aerospace industry”, said Kevin Gould, president, Bendix/King. “With a growing talent base of aerospace professionals, compelling incentives and a better weather environment for year-round flight testing, we’re well positioned to leverage our proud legacy of innovative flight system technologies to meet the needs of the next generation of general aviation aircraft pilots.”

Left: Governor Susana Martinez with Bendix/King President Kevin Gould at Bendix/King’s announcement (see article this page), in Albuquerque, April 2012.

About 90 percent of the companies in the Santa Teresa Industrial Park work with the maquiladora industry. During the 2011 Legislative Session, Governor Martinez led a bipartisan effort to pass a Border Jobs Package that included a locomotive fuel tax deduction, the creation of a six-mile overweight cargo zone, expansion of the powers of the New Mexico Border Authority and the creation of a border infrastructure fund. Since that legislation passed, many companies have moved to the area and many more are expected to announce their relocation to the Borderplex. Listed below are some FY12 Borderplex highlights.

UNION PACIFIC BREAKS GROUND ON RAIL FACILITY

Union Pacific broke ground on its new \$400 million intermodal rail facility in Santa Teresa in August 2011. The company sought out qualified New Mexico sub-contractors and vendors for its New Mexico project, the first in a series of contractor identification needs for Union Pacific. This need will likely expand over the next several years. Union Pacific has made it clear that it is committed to providing good opportunities to New Mexico workers and small businesses.

WATER INFRASTRUCTURE PROJECTS BRING TE CONNECTIVITY JOBS TO SANTA TERESA

In addition to deciding to keep its existing 235 jobs in Santa Teresa, TE Connectivity, an electronics component manufacturer, relocated an additional 85 jobs to its Santa Teresa plant from El Paso. This move was the result of improvements from a recent \$1.85 million state appropriation to improve vital infrastructure. A total of \$1.25 million will fund renovations to the area’s water supply and distribution system in order to increase available water and improve water pressure for industrial sites and other facilities in Santa Teresa and surrounding areas of Doña Ana County. Another \$600,000 will help to fund the construction of a wastewater treatment facility that will support the area’s growth and large scale development.

OPENING OF THE NEW INTERCERAMIC WAREHOUSING AND DISTRIBUTION CENTER IN SANTA TERESA

Governor Martinez and Secretary Barela attended the ribbon cutting for Interceramic, a Chihuahua City-based manufacturer of ceramic

tile. The new facility is located in the Santa Teresa Business Center and is expected to create 30 jobs. A major factor in the company’s selection of Santa Teresa was the establishment of an overweight cargo zone north of the Santa Teresa Port of Entry, which allows trucks with weights up to 96,000 pounds.

1,400-HOME REAL ESTATE DEVELOPMENT BREAKS GROUND IN SANTA TERESA/SUNLAND PARK

The New Mexico Economic Development Department welcomed a new 330-acre residential development to the southern border region. Hanson Asset Management, LP, (HAM) broke ground on its new \$210 million Santa Teresa/Sunland Park real estate development during FY12. Phase 1 of the project, referred to as Villa Valencia Unit 1, is a 117-single-family-lot subdivision developed by HAM in conjunction with Winton and Desert View Homes. The development of another 100 lots began in March 2012, launching the second phase of the project. When completed, the 330-acre residential portion of the project will consist of more than 1,400 medium-priced homes.

Company Stories

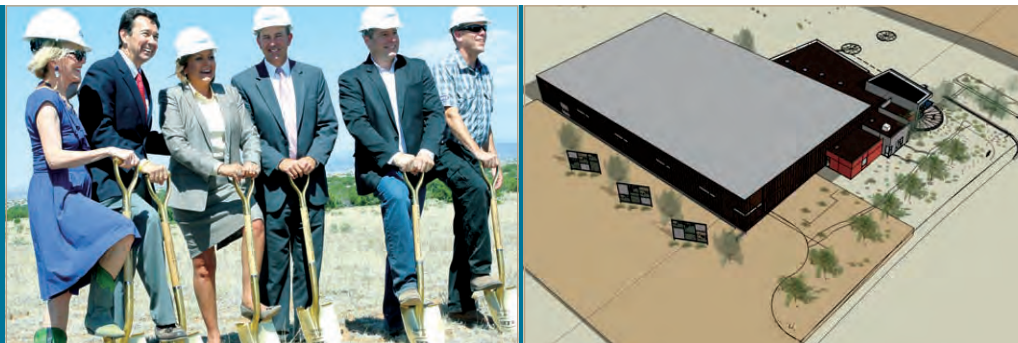
The New Mexico Economic Development Department brought new businesses and jobs to New Mexico and also assisted existing businesses to continue to flourish and expand. NMEDD teams collaborate to offer new and existing businesses the tools and resources they need to be successful.

HONEYWELL’S BENDIX/KING LOCATES HEADQUARTERS IN ALBUQUERQUE

Bendix/King, a major avionics supplier, selected Albuquerque for its new company headquarters. The move is expected to create up to 100 new jobs by the end of 2012 for engineers and other support functions and add another 40 positions by the end of 2013. Governor Martinez and Secretary Jon Barela met last year with executives from Honeywell and Bendix/King and closed the project by presenting various state economic development incentives that encourage growth and hiring, such as the state’s High Wage Tax Credit and Job Training Incentive Program.

Right: Governor Martinez, Cabinet Secretary Jon Barela and BTI officials at the BTI groundbreaking ceremony in Santa Fe.

Far Right: Artist's rendition of the new 47,500 square foot BTI facility.



LOWE'S BIG PLANS FOR NEW CUSTOMER SUPPORT CENTER

Lowe's opened a new customer support center in Albuquerque and is currently on track to create a total of 600 jobs by the end of 2013.

Lowe's has invested more than \$15 million to renovate leased space in a 65,000 square-foot building. The new center will provide multiple support functions for Lowe's, including customer care, store support, internet sales support and repair services for customers.

INTREPID POTASH BEGINS CONSTRUCTION ON ITS NEW SOLAR MINE

The construction of the HB Solar Solution Mine in Carlsbad will create 30 to 40 long-term jobs in addition to 150 to 200 construction jobs. It will also contribute more than \$90 million in federal and state royalties and an estimated \$120 to \$130 million in capital construction expenditures. This project will enable the production of approximately five million tons of potash from a previously idled mine through the use of environmentally-sound solution mining and solar evaporation techniques.

GENERAL MILLS EXPANSION PROJECT ADDS 60 JOBS

General Mills added 60 new jobs after completing a \$100 million expansion project, adding a new product line to its Albuquerque plant. The General Mills plant was awarded the U.S. Green Building Council's LEED Gold certification. Elements that helped the plant land the certification included: an aggressive recycling program; a proprietary high-efficiency oven on the production line used for toasting; high-efficiency faucets and low-flow plumbing; and native vegetation for landscaping.

ALLIANCE DATA CUSTOMER CARE CENTER KEEPS 350 NEW MEXICANS EMPLOYED

Alliance Data prepares to launch a call center in the fall of 2012 that will retain about 350 jobs in Rio Rancho. The call center will offer uninterrupted employment to workers at the Victoria's Secret call center currently housed at the facility. Alliance Data anticipates additional hiring after exceeding revenue projections in 2011.

BICYCLE TECHNOLOGIES INTERNATIONAL CELEBRATES FACILITY EXPANSION IN SANTA FE

Bicycle Technologies International (BTI) broke ground on the company's new office and warehouse building where the business will expand for the second time. BTI is one of the nation's largest wholesale suppliers of bicycles and bicycle parts and currently employs approximately 50 people. With the expansion, the company expects to hire up to 50 new employees over the next five years.

NMEDD assisted BTI with resources such as the Job Training Incentive Program (JTIP). Based on the LEDA job growth expectations, BTI has also received \$350,000 in capital outlay funding that will go toward the construction of its new 47,500 square foot facility, which will include a 15,000 square-foot building based on green/sustainable principles.

JOULE MARKS THE START OF BIOFUEL PRODUCTION IN HOBBS WITH CONSTRUCTION ANNOUNCEMENT

Joule is building the first phase of its commercial plant in Hobbs to demonstrate Joule's Helioculture™ technology at scale. The plant will be built on land owned by the state of New Mexico and leased to Joule for 25 years. Joule will own and operate the plant which will initially encompass five acres of active production with the potential to scale up to encompass the 1,200 acres already secured.

The 5-acre, fully-integrated process commercial plant is expected to create 20 jobs for operations and many more during construction. Joule has the potential to expand its operations to create 500 new jobs in Hobbs by producing up to 75 million gallons of renewable diesel and 125 million gallons of ethanol per year.

BEAUTY HEALTH AND SCIENCE INNOVATIONS, INC. (BHSI) GEARS UP TO REACH FULL HIRING CAPACITY OF 350

BHSI was founded by Brian Sperber, and is a manufacturer of skincare and beauty products. In early 2012 BHSI purchased a 70,000 square foot former food-processing plant in Clovis, NM. After having invested \$150K in extensive renovation to the electrical system and roof, BHSI has begun running trials for products that



Left: Governor Martinez and Cabinet Secretary Jon Barela at the future site of the Alliance Data Customer Care Center in Rio Rancho. (page 9)

will be exported to Guatemala. Upon completion of the electrical renovations BHSI will expand its manufacturing operations from Los Angeles to Clovis. Over the next five years BHSI will ramp up its hiring to reach its full capacity of 350 employees.

International Trade Successes

The state of New Mexico had an excellent year in trade and export growth, experiencing a 36 percent increase in total dollar amount of merchandise exports to the rest of the world from 2010 to 2011.

New Mexico's export ranking improved from 38th to third in the nation. The state's exports climbed to \$2.1 billion a year and have become far more diversified in the process, as exports of manufactured food products have climbed, due to exports of dairy products. New Mexico is the 5th largest dairy producer in the U.S.

New Mexico companies exported to over 200 countries worldwide in 2011, an increase from 185 countries in 2010, according to data from the U.S. Census Bureau, which compiles international trade statistics.

Exports to Israel grew 2,000 percent and Israel is now our third largest trade partner. New Mexico exports to Mexico went up 8.2 percent. Trade to Canada gained 23 percent and trade to China went up 23.8 percent.

Note: Source information for numbers represented in the previous section can be found at: <http://export.gov/NewMexico/>

The Office of International Trade's successful growth in trade and exports can, in part, be attributed to the following success stories:

- **TriLumina Corporation** was awarded a BIRD Foundation grant for collaborative development work with Prime Sense, an Israeli company, to develop a high density laser illuminator for the improvement of a natural user Interface. The award was for \$500,000 and was facilitated by the New Mexico Middle East Trade Office and a BIRD Foundation seminar held with the New Mexico Israel Business Exchange.

- **RIE Tech Global, Inc.** is presently bidding on an Israel project jointly with BMT Zur, an Israeli company to supply precision motion control system solutions to the Israel Defense Forces (IDF). A bid is in process and the contract will be awarded once all bids are evaluated. The potential contract award is for \$50,000.
- **MIMICS, Inc.**, an Albuquerque based supplier of customized business software for banking and financial controls, is currently completing negotiations with assistance from the New Mexico Middle East Trade Office to install financial control software at the Central Bank of Kuwait.
- **Marpac, Inc.**, an Albuquerque manufacturer of medical tube securement devices for respiratory therapy, is presently in distribution talks with several potential representatives from trade leads generated by the New Mexico Middle East Trade Office in Qatar, Jordan, U.A.E. and Kuwait.

Office of Business Advocacy Highlights Successes in Aiding Businesses

Since its creation in 2011 by Governor Martinez and Secretary Barela, the Office of Business Advocacy (OBA) now has two business advocates dedicated to solving cases on behalf of New Mexico job creators. This was done by strategically reorganizing the department without adding additional staff or extra costs to taxpayers. During its first full fiscal year, OBA assisted in creating 844 jobs in the State of New Mexico. OBA enables business owners to break through regulatory barriers and red tape by helping them successfully navigate state government permitting, licensing, inspections and taxation issues.

NEW MEXICO OFFICE OF BUSINESS ADVOCACY AND REGULATION & LICENSING DEPARTMENT ACTIONS SAVED 30 JOBS IN ALAMOGORDO

The Office of Business Advocacy assisted PreCheck, Inc., an Alamogordo background check company, regarding an increase in license fees. This led to 30 jobs saved in Alamogordo. When it was made known that the license fee for private investigators in New Mexico was increased from \$35 to \$300 per license, the

Right: Cabinet Secretary Jon Barela tours renovation of the historic Murray Hotel in Silver City, 2012.

Far Right: The Murray Hotel, pre-renovation



company was considering moving those jobs to another state. Through the work of OBA and the Regulation and Licensing Department (RLD), the RLD superintendent agreed to suspend fees for investigators until the New Mexico Private Investigations Board met and made a decision to establish a company classification for investigator licensure.

QUICK ACTION BY THE OFFICE OF BUSINESS ADVOCACY AND THE NEW MEXICO ENVIRONMENT DEPARTMENT AIR QUALITY BUREAU

The OBA was contacted by Border Foods, Inc., a Deming green chile processor, on the status of the company’s minor-use permit application process, which was needed for the use of new equipment during the late July through early August harvest season. The Office of Business Advocacy worked with the New Mexico Environment Department Air Quality Bureau regarding the 60-day timeline to issue the permit. The company was then able to detail its request and need to have the permit within 60 days. The Air Quality Bureau permit writer agreed to work toward the requested timeline. Without the permit, which had to be received to coincide with the chile harvest, Border Foods would have been running at a reduced rate of throughput, approximately 25 percent less. That would translate into almost 200 jobs. As a result of OBA’s quick action, around 200 jobs were saved and Border Foods continues to increase both seasonal and full-time employees.

OFFICE OF BUSINESS ADVOCACY ASSISTS NEWLY-RENOVATED MURRAY HOTEL WITH LICENSING AND PERMITTING PROCESS

The historic Murray Hotel in Silver City (see photos above) received assistance from the Office of Business Advocacy with the state licensing and permitting process. Hotel owners contacted Secretary Barela and he directed OBA staff to work with the Construction Industries Division of RLD to quickly resolve permitting issues that were delaying the project. The Hotel is now open for business, creating new jobs in the Silver City MainStreet district.

New Direction for the New Mexico Economic Development Corporation (Partnership)

After an extensive search, the Partnership Board of Directors hired Steve Vierck to lead the organization as president and CEO. Vierck is a Certified Economic Development professional with many years of experience in the field. Prior to accepting a position with Angelou Economics in Austin, Vierck was instrumental in developing the Mesilla Valley Economic Development Alliance into the vital organization that drives development in the Borderplex today. Steve has visited every region of the state, conducted a community survey and utilized the survey results in the development of a new strategic marketing plan for the Partnership.

In FY12, the Partnership’s efforts helped create 572 jobs in New Mexico, locating five new companies in Albuquerque, Clovis, Santa Teresa, and Hobbs. Trade shows, sales missions and outreach have resulted in the identification of several large potential projects. The Partnership is working with NMEDD to successfully bring these new jobs to the state.

FY12 Partnership Performance Measures		
Partnership FY 12	Annual Target	FY12 Totals
Number of leads created through the Partnership	400	392
Number of jobs created through business relocations facilitated by the Partnership	2,200	572
Number of business relocations facilitated by the Partnership	12	5
Annual cost per job to Partnership	\$500.00	\$913.00/job



Left: Employees at opening of Lowe's new customer support center in Albuquerque. (page 9)

New Mexico State Data Center (SDC)

The State Data Center accomplished several goals in FY12 toward its mission of providing research and data supporting New Mexico businesses and communities, and presenting the state as an optimal destination for new industry:

- Demographic, workforce and business climate data comparing New Mexico with the other 49 states
- Profiles of New Mexico's 33 counties
- Community profiles for each "certified community" in the state
- National rankings and data on New Mexico's "Strengths, Weaknesses, Opportunities and Threats" to support NMEDD's Strategic Plan
- A comparative analysis of job creation incentives offered in other western states specifically for the *New Mexico Business Tax Competitiveness Study*
- Extensive research on the assets New Mexico offers the state's seven identified target industry clusters:
 - Energy and Natural Resources
 - Aerospace and Defense
 - Value-Added Agriculture
 - Distribution, Logistics and Transportation
 - Advanced Manufacturing
 - Digital Media
 - Back Office and Technical Support Centers

This research is provided on NMEDD's web site and is being used to develop marketing collaterals to recruit companies within these industry sectors to the state.

The SDC also provides U.S. Census Bureau data and links to Census products according to its *Memorandum of Understanding*, with the Bureau as the lead agency in the national State Data Center Program, and assists constituents in accessing and using these data products.

The Data Center responds when communities need technical assistance and customized research products for web sites, business proposals, grants and other projects. Training in

economic development data and research is provided annually at the New Mexico Economic Development Course and at local and regional events upon request.

ECONOMIC DEVELOPMENT DIVISION

The mission of the Economic Development Division is to assist local communities and businesses to retain and create higher quality jobs, develop thriving communities and create an exemplary quality of life for all New Mexicans. The Economic Development Division is NMEDD's largest division, consisting of the Finance Development Team, the Community, Business and Rural Development Team, New Mexico MainStreet, the Job Training Incentive Program, the Office of Business Advocacy and the Office of International Trade. These teams work together and collectively contribute to job creation and business expansion goals.

FY12 Economic Development Division Performance Measures		
ED Division FY 12	Annual Target	FY12 Totals
Number of jobs created through business expansions	600	605
Number of business expansions	40	35
Number of urban business expansions	28	25
Number of rural business expansions	12	10

Finance Development Team (FDT)

The Finance Development Team assists new and existing businesses by providing financing tools available within New Mexico. Through the FDT, companies are provided detailed information on tax incentives, the Job Training Incentive Program and financial

Right: Cabinet Secretary Jon Barela, in Truth or Consequences, announcing award of \$70,000 to the T or C MainStreet Program.



assistance programs. The team also facilitates financing programs such as LEDA/Capital Outlay, New Markets Tax Credit, HUD 108 Program, USDA’s loan programs and Industrial Revenue Bonds. In FY12, 61 businesses received technical support from the Financial Development Team.

COLLATERAL SUPPORT PROGRAM

In the fall of 2011, the Finance Development Team applied for and was approved for the establishment of a new financing program. The U.S. Department of the Treasury approved the participation of the New Mexico Economic Development Department in the State Small Business Credit Initiative Program. New Mexico received \$13.2 million in federal funds to put toward programs that leverage private lending to help finance small businesses and manufacturers that are creditworthy, but are not able to access the capital required to expand and create jobs. NMEDD contracted with the New Mexico Finance Authority (NMFA) to operate the program.

NMEDD and NMFA agreed to initially focus the State Small Business Credit Initiative Program funding on a bank loan participation program, branded the Collateral Support Program (CSP), focusing on shorter term working capital loans, particularly for projects located in rural and underserved areas of New Mexico.

During FY12, the Collateral Support Program approved and closed four projects:

- Bicycle International Technologies, Santa Fe
- NanoCool, Albuquerque
- NEAR, Las Cruces
- HT MicroAnalytics, Inc., Albuquerque

NEW MARKETS TAX CREDIT (NMTC):

The NMTC program is administered through the New Mexico Finance Authority (NMFA) with the assistance of NMEDD. The goal of the program is to spur revitalization efforts in low income and impoverished communities across New Mexico. The NMFA and NMEDD have developed goals for projects receiving the NMTC

subsidy. NMEDD’s role is to determine that the applicant serves an economic development purpose by utilizing an economic model to ensure that the preferred industries, types of companies, jobs created, and projected wages are in alliance with program goals and objectives. During FY12, three projects were funded through the combined collaboration between NMEDD and NMFA:

- Molina Healthcare Data Center
- Pueblo of Laguna – Laguna Development Corporation
- Laguna Pueblo – 4Points, LLC

New Mexico MainStreet Program

New Mexico MainStreet (NMMS) works throughout New Mexico’s downtown communities to create an economically feasible business environment through the revitalization of commercial properties and businesses and the preservation of historical and cultural locations. The twenty-three New Mexico MainStreet communities are listed on page 14.

During FY12 MainStreet created 592 jobs and was involved in the start up of 133 new businesses across the state of New Mexico. MainStreet also received \$11.147 million in private sector investments over the course of FY12 and was instrumental in completing 145 building rehabilitations.

NMMS met its job creation goals, but the number of MainStreet communities is directly tied to budgetary resources, which have been reduced over the years.

FY12 MainStreet Performance Measures		
NMMS FY 12	Annual Target	FY12 Totals
Number of Jobs created by MainStreet	570	592
Number of communities participating in MainStreet	25	23



MAINSTREET SUCCESSES IN FY12 INCLUDE:

- *Village Plaza Revitalization: Doña Ana Commercial Kitchen, Farmers Market* — The Village of Doña Ana embarked on projects aimed to revitalize its cultural and architectural history with the help of NMEDD and the University of New Mexico’s School of Architecture and Planning’s Design Planning and Assistance Center (DPAC). NMEDD, through the New Mexico MainStreet Program, assisted the Village of Doña Ana by providing technical services for Program Associates in design, urban planning and cultural and historic properties.

One of the major undertakings for the Village of Doña Ana will be the commercial community kitchen and community gardens to economically support the community’s traditional agricultural production. The kitchen will be constructed as part of the historic Cultural Heritage complex on the plaza, and will be made available to local food producers as a facility to prepare products for market.

- *Las Cruces Downtown Master Plan* — The work in Las Cruces expands upon its six year old downtown MainStreet Master Plan, bringing new vision and projects to its highly successful redevelopment area. Additional complementary projects include: conceptual design for parks, art walks, community gathering places and recruitment of new businesses.

THE ARTS AND CULTURAL DISTRICT PROGRAM

The Arts and Cultural District Program (ACD) is aimed toward creating district destinations that support local cultural and art entrepreneurs by increasing cultural and heritage tourism.

In FY 12, the Arts & Cultural Districts developed a creative way to identify themselves, by developing unique logo signage for participating organizations, institutions and artist galleries. ACD participants will now be hanging art tiles on the facades of their buildings to help distinguish them as being a part of the Arts and Cultural D. The art tiles are being produced locally in Silver City by Syzygy Tileworks.

FY12 MainStreet Communities	
1. Artesia	13. Las Vegas
2. Belen	14. Los Alamos
3. Carlsbad	15. Lovington
4. Clayton	16. Nob Hill - Albuquerque
5. Clovis	17. Portales
6. Corrales	18. Raton
7. Deming	19. Roswell
8. Downtown Action Team - Albuquerque	20. Silver City
9. Farmington	21. Truth or Consequences
10. Grants	22. Tucumcari
11. Hobbs	23. Zuni
12. Las Cruces	
FY12 Arts and Cultural Districts	
1. Central Arts District – Albuquerque	4. Raton
2. Las Vegas	5. Silver City
3. Los Alamos	6. Taos

The creative works of the ACD Program have also expanded to include new signs. The signs will not only mark the boundaries of the state-authorized Arts and Cultural Districts, but will also link to each individual ACD website, where you can find more information. These signs (see photos, this page) will be beneficial to tourists who are unfamiliar with the areas, and will be hung in the six ACD districts: the Central Arts District – Albuquerque, Las Vegas, Los Alamos, Raton, Silver City and Taos. A new round of applications will be taken this fall to admit two new state-authorized Arts and Cultural Districts.

Right: Cabinet Secretary Jon Barela, with Questa officials, at the ribbon cutting for the new Questa Industrial/Business Park, spring 2012. (see story this page)



Community, Business and Rural Development Team (CBRDT)

The CBRDT, commonly known as “regional representatives”, includes the Certified Community Program (CCI) and the Tribal Liaison Program. The mission of the CBRDT is to assist communities in building their capacity for economic development.

CERTIFIED COMMUNITIES INITIATIVE (CCI)

The Certified Communities Program saw some changes in FY12 after NMEDD updated CCI Program standards. These new standards will help communities build up their economic development capacity at the local level.

Highlights of changes made to the Certified Communities Initiative Program include the following:

- Community applicant must have a full-time, paid economic developer on staff
- Emphasis on the regional application and on allocating additional resources to applicants. The resource amount available is up to \$10,000 and up to \$1,000 for each additional community that has passed the Local Economic Development Act (LEDA)
- Creation of a phased-in approach to capacity building for smaller rural communities—this is the CCI-Capacity Assistance Phase (CAP)—with funds up to \$2,500 to work on specific goals to reach CCI designation
- A three-year, community-based economic development plan and contractual funding of up to \$5,000 per year for eligible projects
- With LEDA in place, explore the Local Options Gross Receipts Tax (LOGRT) for economic development purposes and identify potential revenue
- Create a training plan for, but not limited to: board training, employee training, and Economic Developer Certification

In FY12, the number of Certified Communities was 36. This number is directly tied to budget availability and funding for the program has decreased over the years.

FY12 CBRDT Performance Measures

CBRDT FY 12	Annual Target	FY12 Total
Number of Certified Communities	40	36

Through its effort to build capacity, the CBRDT identifies economic development targets that comply with LEDA and then works with the community to fund projects, using the Capital Outlay process. One successful project is the Questa Industrial/Business Park building. The 10,000 square foot building will be leased to Kit Carson Telecom to serve primarily as a warehouse/office/retail facility to stage crews for Kit Carson Telecom’s fiber optic deployment, operations and maintenance program. The industrial park will serve as a key piece of infrastructure in the development of the rural community of Questa.

The Questa Industrial/Business Park was built with a combination of resources from the village of Questa, the provider of the land. The New Mexico Economic Development Department provided \$218,000 in capital outlay funding and Kit Carson Telecom was the qualifying entity. The total cost of the project was \$914,500, which led to the creation of 31 permanent jobs at the facility.

TRIBAL LIAISON

Opportunities to create new businesses that provide jobs hold great promise for the future of tribal economic development. Most state departments have only one Tribal Liaison. NMEDD now has five, four of which have been trained in cultural competency along with the lead Tribal Liaison, and will continue to support the New Mexico Tribes with resources and knowledge.

The Tribal Liaisons and the CBRDT bring a wealth of experience and knowledge that contribute to the exciting prospect of economic development within the Native American communities of New Mexico. There are currently two New Mexico Native American communities participating in the Certified Communities Program: Pojoaque Pueblo and Acoma Pueblo.



Left: Governor Susana Martinez and Cabinet Secretary Jon Barela at Air Products and Chemicals, Inc., in Albuquerque, highlight the importance of JTIP funding. (see story this page)



Right: Ideum employee demonstrates products designed and created by the Corrales company. (see story this page)

FY12 Native American Projects:

- An entire track of training sessions at the New Mexico Infrastructure Finance Conference, held in October 2011 in Isleta, was dedicated to Tribal topics.
- NMEDD, through the Office of Business Advocacy, is working to administer a request by a Mescalero Apache Indian Reservation business consultant to explore new markets for small diameter forest products. Additionally, Mescalero is exploring industry opportunities needed to support the opening of a larger saw mill operation in Alamogordo. The small diameter saw mill in Mescalero reopened in spring 2012
- NMEDD provided the New Mexico Department of Indian Affairs with research assistance to identify new market opportunities for forest products on the Navajo Nation
- NMEDD supported and participated in the 2012 American Indian Day at the New Mexico Legislature

- **Ideum (Corrales)** — Designs and creates interactive computer-based exhibits, multitouch installations, rich internet applications and social networking sites for museum and web visitors. Funded twice in FY12 for \$213,838; created 11 jobs
- **Plenish, Inc. (Taos)** — Plenish’s main business is designing skincare and color cosmetic products in conjunction with its customers and manufacturing those products under customers’ labels. The company’s product line includes lip balms, suntan lotions, skin foundations, blushes, concealers, lip glosses and lipsticks. Funded in FY12 for \$14,440.00; created 2 jobs
- **Montell Fabrication & Rebuild, LLC (Corona)** — A family-owned business that manufacturers and rebuilds equipment for the mining industry. Currently, the company is working with alternative energy companies in an effort to diversify. Funded in FY12 for \$75,040; created 7 jobs

Job Training Incentive Program (JTIP)

In FY2012, the Job Training Incentive Program approved funding for 32 projects across New Mexico. By approving these projects the JTIP board was instrumental in the creation of 1,015 new jobs at an average wage of \$16.19 per hour. JTIP also received \$7.9 million dollars in funding for its FY13 budget.

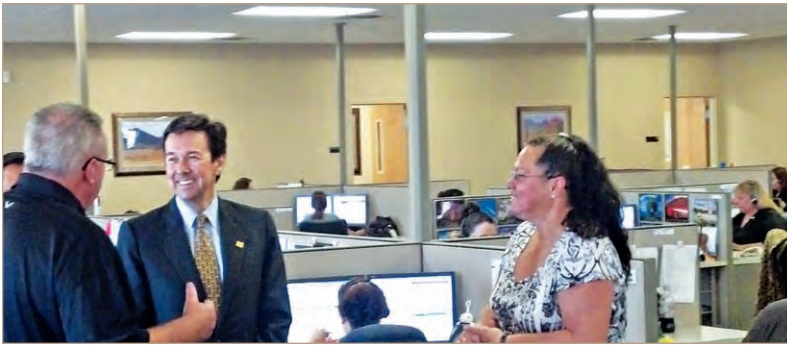
SOME JTIP FUNDING SUCCESS STORIES WITH SMALL BUSINESSES IN NEW MEXICO:

- **MakInnovations, LLC (Ruidoso Downs)** — Manufactures the MakH2OPak, a hydration system which makes it easier for patients who are weak or lying down to drink water. The patent pending MakH2OPak™ has a 2-liter capacity and is directly accessible to the patient 24 hours a day. Funded once during FY12 for \$26,500; created 3 jobs
- **JackRabbit Systems (Santa Fe)** — A hotel internet booking engine, which over time, has focused on the development of sophisticated software systems that allow the user to access hotel inventory through city and state tourism web sites. Funded three times during FY12 for \$135,784; created 11 jobs

FY12 Job Training Incentive Program Performance Measures		
JTIP FY 12	Annual Target	FY12 Totals
Number of workers trained by JTIP	2,000	1,015
Number of rural companies participating in JTIP	8	9
Number of businesses participating in JTIP	16	32
Average annual cost per JTIP trainee	\$2,500	\$4,600
Percent of employees, whose wages were subsidized by JTIP, that were still employed by the same company after one year	60%	72%

Companies Served by JTIP in FY12

Company	Amount Awarded	Jobs	Ave. Wage	City	County	Rural/Urban
MakInnovations, LLC	\$26,500	3	14.58	Ruidoso Downs	Lincoln	Rural
Hewlett-Packard	\$734,898	94	19.81	Rio Rancho	Sandoval	Urban
JackRabbit Systems, Inc.	\$34,040	4	23.56	Santa Fe	Santa Fe	Urban
Array Technologies	\$31,043	7	16.76	Albuquerque	Bernalillo	Urban
Montell Fabrication & Rebuild, LLC	\$75,040	7	15.79	Corona	Lincoln	Rural
Ideum, Inc.	\$137,126	7	28.71	Corrales	Bernalillo	Rural
Air Products and Chemicals, Inc.	\$212,961	31	20.53	Albuquerque	Bernalillo	Urban
Optisource, LLC	\$9,632	2	10.38	Albuquerque	Bernalillo	Rural
Altela Inc.	\$36,066	9	15.52	Albuquerque	Bernalillo	Urban
General Mills Operations, LLC	\$157,430	64	12.71	Albuquerque	Bernalillo	Urban
CNM	\$40,960			Albuquerque	Bernalillo	Urban
Herbs, Etc.	\$9,128	4	11.88	Santa Fe	Santa Fe	Urban
NanoCool, LLC	\$21,064	5	15.90	Albuquerque	Bernalillo	Urban
Tempur Production USA, LLC	\$445,599	53	13.77	Albuquerque	Bernalillo	Rural
Hewlett-Packard	\$473,995	58	22.53	Rio Rancho	Sandoval	Urban
Liquid Common, Inc.	\$46,280	8	18.13	Albuquerque	Bernalillo	Urban
Bladewerx LLC	\$8,104	1	18.50	Rio Rancho	Sandoval	Urban
CPFD Software, LLC	\$17,001	1	38.47	Albuquerque	Bernalillo	Urban
JUT Demonstration, Inc.	\$234,527	20	29.41	Hobbs	Lea	Rural
Lowe's Home Centers, Inc.	\$1,159,328	350	16.00	Albuquerque	Bernalillo	Urban
ClosedWon LLC	\$57,002	4	33.66	Albuquerque	Bernalillo	Urban
Tyson Prepared Foods, Inc.	\$99,724	86	8.33	Santa Teresa	Dona Ana	Rural
Desert Paper & Envelope Co., Inc.	\$3,380	5	9.00	Albuquerque	Bernalillo	Urban
JackRabbit Systems, Inc.	\$61,640	5	22.80	Santa Fe	Santa Fe	Urban
Ideum, Inc.	\$76,712	4	28.00	Corrales	Bernalillo	Rural
L&M Radiator, Inc.	\$42,184	22	11.97	Las Cruces	Dona Ana	Urban
Stolar Research Corporation	\$50,970	5	27.84	Rio Rancho	Sandoval	Urban
Lowe's Home Centers, Inc.	\$268,860	150	13.93	Albuquerque	Bernalillo	Urban
JackRabbit Systems, Inc.	\$40,104	2	47.00	Santa Fe	Santa Fe	Urban
Plenish, Inc.	\$14,440	2	14.00	Ranchos de Taos	Taos	Rural
ClosedWon LLC	\$30,983	1	72.08	Albuquerque	Bernalillo	Urban
IntelliCyt Corporation	\$13,000	1	28.85	Albuquerque	Bernalillo	Urban
Total FY12	\$4,669,722	1,015	\$16.19			



Left: Cabinet Secretary Jon Barela visits employees at Pre-Check, Inc., in Alamogordo. With assistance from NMEDD'S Office of Business Advocacy, Pre-Check was able to keep its office located in Alamogordo, saving 30 jobs for New Mexicans.

Office of Business Advocacy (OBA)

The Office of Business Advocacy (OBA) was created in January 2011, as a direct initiative from New Mexico Governor Susana Martinez and Jon Barela, Cabinet Secretary of NMEDD.

THE OFFICE OF BUSINESS ADVOCACY:

- Advances New Mexico business and enterprise with tools to expand, grow and retain employers
- Enables business owners to break through regulatory roadblocks and red tape
- Helps to navigate state government by providing assistance with permitting, licenses, inspections, and taxation issues
- Resolves challenging bureaucratic, intergovernmental, and public policy problems adversely affecting business in New Mexico

OBA promotes its services through New Mexico's Small Business Development Centers (SBDC), local chambers of commerce and economic development organizations. New outreach efforts being planned to increase statewide awareness of OBA include public service announcements.

In addition to its own marketing efforts, OBA implemented a new "Business Visitation Program" that would further enhance the direct

service provided through the Economic Development Division's regional representatives. By working together, OBA informs and works with regional representatives, not only to generate new case leads, but to maintain the ongoing status of cases within the representatives' respective regions.

OBA tracks job retention and job creation for its own records, but for the purpose of department recording, NMEDD only reflects economic based jobs, as required for its overall performance measures.

Office of International Trade (OIT)

The Office of International Trade promotes and facilitates the export sales of New Mexico goods and services worldwide and supports efforts to recruit foreign direct investment to New Mexico in order to assist the process of job creation, retention and expansion throughout the state. OIT accomplishes this in a variety of ways:

- Individualized one-on-one consultations to companies seeking to launch their products on the international market for the first time, or for those companies already exporting, to expand their outreach to new export markets
- Conducts seminars and workshops focused on the basics of exporting, including: export finance and letters of credit, shipping and logistics, establishing and managing overseas distribution networks and the cultural aspects of doing business abroad
- Organizes and recruits New Mexico companies for participation in trade exhibitions and trade missions and provides hands-on assistance in pre-screening and pre-qualifying viable international business prospects, often in partnership with the U.S. Export Assistance Center (USEAC), which is co-located with the Office of International Trade in the New Mexico Economic Development Department
- Manages an active network of overseas trade offices in Taiwan, Israel and Brazil, staffed by contractors and tasked with generating business leads, assisting New Mexico companies locally and coordinating all trade promotion activities on behalf of New Mexico companies in their respective territories

FY12 Office of Business Advocacy Performance Measures

OBA FY 12	FY12 Totals
Total jobs created	*844
Total jobs retained	219
Cases opened	84
Cases resolved	45

**125 of the 844 jobs are counted in NMEDD'S job creation measure*

Right: The 2012 graduating class of the New Mexico 9000 Program.
(see story this page)



FY12 Office of International Trade Performance Measures		
OIT FY 12	Annual Target	FY12 Totals
International Trade Transactions	10	14
International Consulting Sessions	250	260

FY12 ISO 9000 Performance Measures		
ISO 9000 FY 12	Annual Target	FY12 Total
Businesses Being Trained by NM9000	*15	7
* Because the New Mexico 9000 Program was in flux, the goal of 15 was not reached in FY12.		

ISO 9000

The New Mexico 9000 Program was created by NMEDD to provide training and assistance to New Mexico businesses in preparing for ISO 9001: 2008 certification. This certification helps improve a company's quality management system. ISO 9000 standards have been adopted by 178 countries, and over one million companies worldwide have this certification, which is needed by companies to compete globally.

For many years, the New Mexico 9000 Program was in NMEDD's Office of Science and Technology (OST). After OST was eliminated in 2011, the NM 9000 Program was moved to the Office of International Trade. The program was originally administered by one employee on a full-time basis, but that employee retired at the end of 2010. NMEDD then passed a bill in the spring of 2011 to create an enterprise fund to administer the program.

NMEDD awarded a contract for administering the New Mexico 9000 Program to the New Mexico Manufacturing Extension Partnership during the first quarter of FY2012 and seven companies graduated from the program. These seven companies were:

- Continental Machine, Albuquerque
- LoadPath, LLC, Albuquerque
- Plateau, Clovis
- Syndetix, Inc., Las Cruces
- Jona Manufacturing Services, Los Alamos
- Libration Systems Management, Albuquerque
- IntelliCyt Corporation, Albuquerque

NEW MEXICO FILM OFFICE

The New Mexico Film Office (NMFO) has completed a successful year working to assist productions with the financial aspects of their projects and guiding them through incentives, such as the Film Production 25 percent Tax Rebate and the Film Investment Loan Program. NMFO worked diligently in FY12 to help connect productions with industry-related organizations, businesses and communities throughout New Mexico. Another measure of success came from the noteworthy development of several new initiatives. What follows are NMFO highlights from FY12:

Production

In the fall of 2011, the New Mexico Film Office Director met with 18 studios and production entities in Los Angeles to review New Mexico's film incentives. As a result, NMFO saw an increase in inquiries from production entities.

In support of additional marketing, the New Mexico Film Office assisted the City of Santa Fe in representing New Mexico at the Sundance and South by SouthWest Film Festivals, by providing information and photographs on New Mexico film locations and other state industry resources. NMFO also attended the Locations Tradeshow in Los Angeles in June, and was successful in marketing New Mexico to Los Angeles producers, generating the submission of over nine scripts to NMFO for location assistance.



Left: The television series Longmire, starring Robert Taylor (center), is filmed entirely in New Mexico. (photo courtesy of Horizon Scripted Television, Inc.)



Right: Filming of The Lone Ranger, starring Johnny Depp as Tonto, began filming in New Mexico in the spring of 2012. (photo courtesy of Disney)

FY12 New Mexico Film Office Performance Measures		
FY 12	Annual Target	FY12 Totals
Number of media industry worker days	150,000	143,046
Economic Impact of media industry productions in New Mexico, in millions	\$300M	\$673.81M
Number of films & media projects principally photographed in New Mexico	60	61
Number of major film productions made in New Mexico greater than 1 million dollars	17	14

New Mexican students in post-production related film programs (available through higher education institutions in New Mexico) to gain experience with emerging media companies while incentivizing these companies to relocate or expand in New Mexico.

NMFO established a contract to research digital and emerging media and the potential benefits to the New Mexico economy. “Emerging media” is having a profound influence on the world’s healthcare delivery system and research laboratories, such as Sandia National Laboratories and Los Alamos National Laboratories. In addition, experts predict that the billion dollar industry of digital media game development will be the fastest growing form of media in the next decade. Currently 55 percent of all colleges and universities in the U.S. have instituted mobile applications software as a way to interact with their students.

LOCAL OUTREACH

Town Halls were coordinated in F12 that provided regional forums, free and open to the public, to discuss industry-related inquiries. They were held in Gallup, Farmington, Las Cruces, Raton, Roswell and Ruidoso. A casting session was added to Raton’s Town Hall to assist New Mexicans in contacting local casting directors. Town Halls will commence again in FY13 in conjunction with regional liaison meetings.

The New Mexico Film Office continues to support and grow the Statewide Film Liaison Network. Communities and tribes designate individuals to assist and prepare their area for a variety of industry activities. Formal letters that were sent to chambers, local governments and tribal entities helped to continue to increase the number of state film liaisons in rural areas of New Mexico. The annual meeting of liaisons takes place in July of each year.

The First Annual Education Summit will be held in September of 2012. New Mexico colleges and universities offering programs in film, digital media or emerging media technologies will have the opportunity to come together to network and share their stories at this Summit.

Workforce Development

The Film Crew Advancement Program (FCAP), available through the Job Training Incentive Program, serves as an incentive for participating companies to provide more job opportunities for New Mexicans in primarily technical film positions.

- In FY12, eleven companies and twenty-three New Mexicans participated

The Pre-Employment Workshop Training Program, also available through the Job Training Incentive Program, serves as means to increase qualified manpower for this industry.

- In FY12, eight workshops were conducted and one-hundred and twenty-two New Mexicans attended

Initiatives

DIGITAL AND EMERGING MEDIA

A newly developed Pre-Employment Training Program for Emerging Media was approved by the JTIP board. This program will assist



Left: Cerro Pelón western set near Galisteo.

Right: Cabinet Secretary Jon Barela (center) with border officials at the groundbreaking of the Santa Teresa Port of Entry Expansion Project. (see story this page)



FILM TOURISM

To increase awareness of the success of the film industry in New Mexico, the New Mexico Film Office developed thematic categories and plans for interactive maps of statewide filming locations to be made available for public download. Ultimately, this initiative will provide an economic tracking tool to promote and support film tourism. NMFO has requested collaboration with the Department of Tourism to determine regional touring itineraries. Studio assistance has already been confirmed to market this initiative. A prototype map was completed and plans to further develop this initiative have been scheduled for FY13.

NEW MEXICO BORDER AUTHORITY

Under the leadership of Governor Martinez, the New Mexico Border Authority (NMBA) played an integral role in FY12 in increased international trade, commerce and border development. This was accomplished by ensuring increased traffic through the New Mexico Ports of Entry, fostering cross-border partnerships and facilitating new infrastructure to support trade and job opportunities.

Santa Teresa Port Expansion

By the end of FY12, the Santa Teresa Port of Entry Expansion Project was 60 percent complete and anticipates opening in January 2013. The expansion will include two additional passenger vehicle lanes, a pedestrian sidewalk, an additional commercial vehicle lane and improvements to the export facility.

Bi-National Relations

The NMBA recognizes that its interests are aligned with New Mexican and Mexican state agencies, the U.S. and Mexican federal governments and the private sector. The NMBA continues to seek strategic

partnerships to work collaboratively with these entities to expand border development opportunities and increase cross-border trade, travel and commerce. Likewise, the NMBA's staff and Board of Directors continue to look beyond existing activities and make every effort to expand the organization's operations and improve its services.

Advocating for New Mexico Industries

From agriculture to transportation and tourism, the NMBA has been an advocate for some of New Mexico's leading industries.

In FY12, the NMBA was Instrumental In:

- Facilitating the sharp increase in the Food and Drug Administration (FDA) sampling and testing of chile imports through New Mexico ports. The NMBA is also currently working with the chile industry and New Mexico's Congressional delegation to seek improved procedures and related relief from the FDA

FY12 New Mexico Border Authority Performance Measures		
FY 12	Annual Target	FY12 Totals
Annual trade share of New Mexico ports of entry within the West Texas and New Mexico region	5%	5%
Percent of program objectives obtained as a result of direct agency interaction with the border trade community, both public and private sector	90%	86%
Commercial and non-commercial vehicular traffic at New Mexico ports of entry	830,000	766,671
Number of coordination meetings with border community leaders, congressional offices, Mexican federal agencies, federal and state agencies or international funding resources to maintain the integrity of the international border in New Mexico	260	275



Left: U.S. Border Station, Santa Teresa Port of Entry.

Right: Aerial view, site of new Union Pacific intermodal rail facility in Santa Teresa. (see page 8)



- Re-opening of the Columbus Cattle Yards Import Facility after the U.S. Department of Agriculture stopped inspections on the Mexican side due to security at other U.S. ports with Mexico in March 2012. The service was reinstated within two months
- Assisting with movement of seasonal visitors between the United States and Mexico during the December-January holidays and for other holidays during the year. The New Mexico Border Authority will continue to facilitate this seasonal movement of visitors between the United States and Mexico.

Income Generation

Under the Border Development Act, and reinforced through passage in March 2009 of changes to the New Mexico Border Authority's authorizing legislation, the NMBA is empowered to generate income and has been awarded the opportunity, within limits, to determine how self-generated income is spent. The NMBA has begun looking into charges for services and collection of fees as well as rental income. Potential opportunities for income generation at the NMBA include: parking lot operations, land leases and office rentals.

NEW MEXICO SPACEPORT AUTHORITY

Two Spaceport America Contracts Awarded to New Mexico Companies

The New Mexico Spaceport Authority (NMSA) has announced two contract awards to companies located in the State of New Mexico. The contracts are for Spaceport America's (Spaceport) General Services and the Spaceport Operations Center (SOC) Fit Out Design.

Western Building & Development, LLC (WBD), of Las Cruces, was selected as the Spaceport General Services Contractor. WBD will be tasked with the development of policies and procedures for pre-operational and operational support for all general services

activities, that include: building and utility maintenance and repairs, interior and exterior building maintenance, janitorial services, fuel storage operation and maintenance, motor vehicle and aircraft fueling, Foreign Object Debris (FOD) removal, grounds-keeping and landscape maintenance. WBD's vision of Spaceport America's General Services operations is to maximize the use of qualified vendors, contractors and employees located in Sierra or Doña Ana Counties.

The SOC Fit Out Design contract was awarded to SMPC Architects of Albuquerque. SMPC's contract is essential to providing SOC interior design development, including: construction drawings, selection of interior building finishes, and construction administration services for the interior build-out effort of the Spaceport.

Armadillo Aerospace Launches its Third "STIG-A" Rocket from Spaceport America

The "STIG-A" rocket, designed and built by Armadillo Aerospace, was successfully launched from the Spaceport's vertical launch complex on January 28, 2012, and lifted off at approximately 11:15 a.m. (MDT), within the dedicated, five-hour launch window. Preliminary data indicates the rocket reached its projected altitude of over 137,000 feet. This was the third test of the Armadillo "STIG A" reusable sub-orbital rocket technology to launch at the Spaceport. The last successful "STIG-A" was launched at Spaceport America on December 4, 2011. The 2012 launch was the fourteenth launch from the Spaceport's vertical launch complex since 2006, and marks the fourth Armadillo Aerospace launch from the Spaceport. Armadillo Aerospace has additional plans to launch from Spaceport America. Founded in 2000, Armadillo Aerospace has an unequalled experience base, with over 200 flight tests in a variety of vehicles.

UP Aerospace to Launch Up To Nine New Missions at Spaceport America

UP Aerospace, Inc., a commercial space launch services company based in Denver, Colorado, announced plans to launch up to nine new missions from Spaceport America in 2012 and 2013. With new

Right: Cabinet Secretary Jon Barela in front of Virgin Galactic's "White Knight II" at Spaceport America ceremony, October, 2011.



FY12 New Mexico Spaceport Authority Performance Measures		
NMSA FY 12	Annual Target	FY12 Totals
Annual Aerospace jobs created due to NMSA effort	200	200
Number of Key Project milestones met by NMSA	12	11

launch contracts from NASA and the U.S Department of Defense (DOD), UP Aerospace effectively doubled the number of missions it has flown from the Spaceport since 2006. UP Aerospace was awarded two separate contracts, involving up to nine launches. NASA's Office of Chief Technologist Launch Opportunities Program awarded a contract to UP Aerospace to integrate technology payloads and launch them into space, in up to eight flights, using UP Aerospace's SpaceLoft rocket. This contract reserves two launches, with options to purchase up to six additional flights in 2012 and 2013. UP Aerospace has provided launch services for the DOD previously, although this will be the company's first fully-dedicated launch for the DOD. UP Aerospace has teamed with Schafer Corporation of Albuquerque, NM, to provide comprehensive launch and payload integration services for the NASA launches.

Key Milestones for NMSA

1. Award of Space Operations Services Contract (White Sands Research and Development)
2. Award of Information Technology Services Contract (Fiore Industries)
3. Award of General Services Contract (Western Building and Development)
4. Award of Visitor Experience Development (IDEAS)
5. Completion of permanent power substation, distribution line, and grid connection to Spaceport site
6. Completion of on-site fiber telecommunications link and communication broadcast tower

7. Installation of Automated Weather Observing System III on Spaceport site
8. Completion of permanent water storage facility and booster station on Spaceport site
9. Completion of waste water treatment facility on Spaceport site
10. Dedication of "Virgin Galactic Gateway to Space" with Governor Martinez and Virgin Galactic's Richard Branson
11. Award of FAA Space Transportation Infrastructure Matching grant funds for new vertical launch facility at Spaceport
12. First UP Aerospace launch with NASA Flight opportunities program (and altitude record!) at Spaceport

OFFICE OF MILITARY BASE PLANNING & SUPPORT

Missions of the Office of Military Base Planning and Support

- Support the federal Military Base Planning Commission
- Work closely with the Congressional Delegation staff on appropriate issues pertinent to New Mexico's military installations
- Work closely with local community-military partnering organizations
- Recommend actions for the Governor and appropriate New Mexico state agencies that contribute to the longevity and growth of New Mexico's military installations

In alignment with its missions, the Office of Military Base Planning and Support played a key role in identifying actions critical to the continued transition of two squadrons (48 aircraft) of F-16's to Holloman Air Force Base in Alamogordo. The first squadron is set to arrive during the third quarter of FY13. Continued support has been offered to the New Mexico Congressional Delegation staff and the Alamogordo community.



Left: Jet on runway at Holloman Air Force Base near Alamogordo.

FY12 Office of Military Base Planning & Support Performance Measures

FY 12	Annual Target	FY12 Totals
Number of military units impacted by the activities of the Commission and the Office of Military Base Planning and Support	10	10
Number of community support organizations that have benefited from the activities of the commission and the office	8	8
Number of communities assisted by the Office of Military Base Planning and Support	8	8

Melrose Air Force Range Expansion

The State of New Mexico and the New Mexico State Land Office have settled on one tenant, and are now waiting until the 30-day appeal period expires. The next step will be to address the use of remaining resources of the original \$5 million offer to the United States Air Force.

Cabinet Secretary Barela speaking at New Mexico MainStreet event at the historic Silco Theatre in Silver City.



Cabinet Secretary Barela with city officials at the historic train station in Tucumcari, for MainStreet Tucumcari event.



Right: Cabinet Secretary Barela tours the TE Connectivity facility in Santa Teresa, November 2011. (see story page 8)



FISCAL YEAR 2012 ACCOUNTABILITY IN GOVERNMENT ACT PERFORMANCE MONITORING PLAN

Agency Mission Statement

Enhance and leverage a competitive environment to create jobs, develop the tax base, and provide incentives for business development.

Office of the Secretary

The Office of the Secretary holds the ultimate responsibility and accountability for the accomplishment of the agency's mission. In this capacity it oversees the implementation of an annual strategic plan and quarterly reporting of performance measures and results.

- Percent of performance measure targets in the general appropriation act that were met: 85%
- Number of rural & urban jobs created: 2,500
- Number of rural jobs created: 1,100
- Number of urban jobs created: 2,000

All of the programs and initiatives within NMEDD contribute to these measures. The number of jobs created is reported via the companies NMEDD assists in relocating, expanding or getting started. A list of these companies is provided as a part of each quarterly performance measure report. Jobs reported for companies relocating are reported as a three-year forecast of employment, while business expansions and start-ups are reported as immediate new jobs. The protocol for counting jobs via a company relocation is provided below under the Economic Development Corporation (Partnership).

New Mexico Economic Development Corporation (Partnership)

- Number of jobs created by business relocations: 2,200
- Number of company relocations: 12
- Number of leads created through the Partnership: 405
- Average annual cost per Partnership job created: \$500

New jobs and company relocations are not counted toward Partnership performance objectives until the following criteria is met:

- Name of company is known and can be made public
- A specific project with defined employment and investment requirements
- A community has been selected for the facility location
- A specific site has been selected with a completed lease or land acquisition
- Announcement, press release, or other written notification by the company of their relocation or expansion
- Partnership added value to the process, a role verified by the community

A lead is defined as a contact working with or for an economic base company interested in either information on doing business in New Mexico or with plans to expand, relocate or consolidate a portion of their operations considering New Mexico. A list of these leads is maintained in the Partnership database.

We have made a request to discontinue the "number of leads" as a measure because it is not an outcome. We have also made a request to discontinue the cost per job created because it is not an outcome and it is dependent on the Partnership's budget, which is not within our control.

Economic Development Division

- Jobs created by business expansions: 600
- Number of business expansions: 40
- Number of urban business expansions: 32
- Number of rural business expansions: 12

Business expansions are facilitated via a number of services provided by NMEDD, including the Community, Business and Rural Development, Finance Development, Business Advocacy, International Trade, MainStreet and JTIP Teams.



Left: One of MainStreet Clayton's Curb Appeal projects in FY12 was the historic Luna Theatre in downtown Clayton.

When a business expansion is facilitated, the team member provides a "Business Assistance Form" (see page 28), which includes the company name, location and contact person, the number of immediate new jobs and any anticipated job growth, date of expansion and new hiring, the average wage paid by the company, the capital investment associated with the project, the contribution provided by NMEDD and the staff person who assisted the project. Team leaders submit the forms to the division director for review and approval. Once approved, the project is entered into a spreadsheet, which is maintained by the Economic Development Division.

In FY13, the Economic Development Division will migrate to a more centralized and automated system of tracking. A contract with Triple Mesa, LLC to create a database using the Salesforce.com cloud platform is in process. The database will improve productivity, assist in tracking and reporting, and will provide an avenue for employee collaboration and communication on shared projects. The database will have the capacity to generate reports pertinent to the Economic Development Division's performance measures.

NEW MEXICO MAINSTREET (NMMS)

- Number of communities participating in NMMS: 25
- Jobs created by NMMS: 600
- Dollars of private sector investment in NMMS districts: \$9 million
- Number of new businesses in NMMS districts: 140
- Number of building rehabilitations completed in NMMS Districts: 150

New Mexico MainStreet has tracked community statistics provided by each NMMS community since 1985, in 24 categories. Since 2003, statistics have been tracked quarterly. A report template is sent to each community NMMS Program Manager to complete. Forms are filed with the New Mexico MainStreet Economic Positioning Program Associate. The Program Associate compiles the statistics by category.

We have made a request to discontinue the number of communities participating in NMMS as a measure. The measure is reliant on the New Mexico Economic Development Department's budget (which we cannot anticipate) and the community's ability to meet the National Main Street standards. We have also made a request to discontinue the number of building rehabilitations as a measure because this data is captured in the number of private sector dollars invested in NMMS districts.

We also requested the discontinuation of the number of new businesses; the number of new jobs created is a more direct reflect of the mission of the agency. The NMMS communities report the new businesses that support the number of new jobs created.

FINANCE DEVELOPMENT TEAM (FDT)

- Number of capital outlay projects funded: 12
- Number of projects prepared for Smart Money and Collateral Support Program: 20
- Number of businesses provided technical assistance in creating a funding package request and referred to the appropriate funding agency: 5
- Amount of new investment as a result of the Angel Investment Tax Credit: \$10 million

FDT assists business development projects in the financing phase of their project by understanding their financial needs, the use of funds, and their current financial status. The projects are referred from a variety of sources (JTIP, CBRDT, local economic development organizations) and are evaluated on the aspects of economic base, job creation/retention (direct & indirect), capital investment and leverage ratio, targeted industry, community impact, high wage, location, environmental impact, downtown redevelopment, qualified management team, and financial soundness.

FDT's goal is strictly focused on business development, retention, and expansion. Once the project is financed, the non-proprietary information is maintained in spreadsheets and is reported on the "Business Assistance Form", to which job creation/retention, capital

Right: Governor Martinez and Cabinet Secretary Jon Barela (2nd from right) at the Interceramic ceremony in Santa Teresa, 2012. (see page 8)



investment and location (urban/rural) are then tracked. Capital outlay projects and businesses assisted will be entered in the new database.

We have made a request to discontinue all of this team's measures because they are reliant on the funding of programs (Smart Money as an example) which we cannot anticipate and because all of the work done by this team supports measures reported by the Economic Development Division and other programs.

COMMUNITY, BUSINESS AND RURAL DEVELOPMENT TEAM

- Number of certified communities: 40
- Percentage of CCI communities with completed community profiles and a land and building inventory populated on NMEDD's web site: 100%

The Certified Communities Initiative (CCI) was implemented in 2003. The initiative seeks communities who can demonstrate broad local involvement and who wish to empower their citizens, build on existing resources, and expand their capacity to facilitate economic growth.

General management of the CCI Program is the responsibility of NMEDD. Day-to-day management and administration of the program is maintained within the Community, Business and Rural Development Team (CB&RDT) of NMEDD. CCI designation is determined by a staff recommendation of the application and approval by the Office of the Secretary.

The steps in the program begin with the certification process, which includes: meeting the eligibility requirements, defining the certification period, completion of the mandatory requirements, and the application process. The program continues with maintaining the community's certification. Maintaining the certification includes: meeting contractual obligations, identifying a scope of work for the funding awarded to certified communities, executing a grant agreement, requesting payment via invoice, and providing proof of

deliverables in a year end report. One mandatory requirement is to complete community profiles and a land/building inventory. The CB&RDT team ensures this is accomplished on a yearly basis.

CCI has been revamped to ensure community preparedness. One of the changes to the mandatory requirements is for the community to have a full-time position dedicated to economic development. While this change will attempt to better position a community for job creation, we believe the performance measure of 40 certified communities may not be met in FY13. A request to change this performance measure has been submitted for several reasons: the FTE requirement is not within NMEDD's control and the number of certified entities is directly tied to funding, which we cannot anticipate when the measures are submitted. The community profile information requirement will be fulfilled by NMEDD's new Data Center.

We have submitted two new measures to replace both measures:

- Identify and move community infrastructure projects to financing stage
- Number of business retention and expansion surveys completed resulting in a positive outcome, such as job creation, retention or business financing

The proposed measures are results-oriented and serve both of our New Mexico businesses and communities.

JOB TRAINING INCENTIVE PROGRAM (JTIP)

- Number of workers trained by JTIP: 1,000
- Number of rural companies participating in JTIP: 8
- Number of businesses participating in JTIP: 25
- Average annual cost per JTIP trainee: \$2,500
- Average wage of jobs funded through JTIP: \$16/hour
- Percentage of employees whose wages were subsidized by JTIP still employed by the company after one year: 60%

JTIP provides funds to train new employees as jobs are created by the expanding business. The business applies to the



Left: Cabinet Secretary Barela with the Secretary of the Economy of Chihuahua, Mexico, Chihuahua City, February, 2012.

Right: Truck crossing into New Mexico at the Columbus, NM, Port of Entry.



Program utilizing an extensive application process that includes: documentation of employment levels over the last three years (by providing copies of unemployment insurance reports); three years of financial statements, job descriptions and training plans for each position for which reimbursement is requested; and information about the businesses' operations, history, product or service created, and more. Applications are reviewed by both New Mexico Economic Development Department and New Mexico Department of Workforce Solutions staff and Job Training Incentive Program board members prior to approval.

Once approved, the project is entered into the JTIP proprietary database. From there, job totals, funding, wages, names and types of companies are maintained and tracked. JTIP can run comprehensive reports on trainee numbers going back to the 1990's.

By statute, rural is defined as a community with a population of 40,000 or less, based on the most recent decennial census. If a company is located in an area meeting the population threshold, it is tracked as a rural project.

The average cost per trainee is calculated by the total award divided by the number of trainees at the end of the fiscal year. We have made a request to discontinue this measure because its intent is unclear. The cost per trainee is dependent on the wages paid by the company. It is a goal of JTIP to provide an incentive for and encourage higher wages, which will increase the cost per trainee.

At the end of every year, the JTIP staff contacts companies to find out how many trainees are still employed by the company after one year. The data is tabulated to determine if the retention exceeds the 60% required in the general appropriations act. JTIP cannot require a company to continue to employ a trainee after training is completed and does not have access to data that would indicate the reasons for an employee's departure from the company. We have made a request to discontinue this measure for these reasons.

OFFICE OF INTERNATIONAL TRADE (OIT)

- Number of new-to-export clients identified and assisted: 10
- Number of existing exporters assisted in entering new markets: 10

OIT provides a series of individualized one-on-one consultations to New Mexico companies seeking to launch their products on the international market for the first time, or for those companies already exporting, to expand their outreach to new export markets.

OIT organizes and recruits New Mexico companies for participation in trade exhibitions and trade missions, and provides hands-on assistance in pre-screening and pre-qualifying viable international business prospects, often in partnership with the U.S. Export Assistance Center (USEAC), which is co-located with the Office of International Trade at the New Mexico Economic Development Department.

OIT manages an active network of overseas trade offices in Taiwan, Israel and Brazil, staffed by contractors and tasked with generating business leads, assisting New Mexico companies locally and coordinating all trade promotion activities on behalf of New Mexico companies in their respective territories. Monitoring and tracking of results is achieved by individual follow-up with the companies assisted and this information is maintained in a database.

- Number of businesses trained to NM9000 quality management standards: 10

OIT supervises the NM ISO 9000 quality standards training program through a contract with the Manufacturing Extension Partnership of New Mexico. The program trains companies in becoming ISO 9000 compliant and prepares them for ISO 9000 certification. The performance measure reflects the number of companies who graduate from training and a list of these companies is provided annually.



Left: Union Pacific donates \$100,000 to Doña Ana Community College at the Roundhouse in Santa Fe, January 2012. Cabinet Secretary Barela (2nd from right) helped to make this donation possible.

Right: Groundbreaking for the HB Solar Solution Potash Mine Project near Carlsbad, 2012. (see story page 9)



Office of Business Advocacy (OBA)

- Number of OBA cases opened: 100
- Number of OBA cases solved: 30

Advocacy cases are identified through a variety of sources. The regional representatives provide outreach in their respective regions. State agencies and local organizations refer companies to OBA. An Online Intake Form is available on the OBA web site. Once a case is opened, the project is entered onto a spreadsheet, soon to be the centralized database for tracking. Information tracked includes: job creation, job retention and job potential, on a rural and urban basis.

Upon resolution of the issue, OBA staff distributes a client feedback form, which validates the job creation or job retention numbers. On a quarterly basis, OBA reports projects on the "Business Assistance Form", to which job creation/retention, capital investment and location (urban/rural) are then tracked. However, it is important to note that OBA assists all New Mexico companies. Many are not within economic base industries and these jobs are not counted towards NMEDD performance targets. Jobs created or retained in non-economic base industries are tracked separately. Both of the performance measures can be validated by the list of companies assisted.

New Mexico Film Office (NMFO)

- Number of media industry worker days: 150,000
- Economic impact of media industry productions in New Mexico, in millions: \$300
- Number of films & media projects principally photographed in New Mexico: 85
- Number of major (\$1 million plus) film productions made in New Mexico: 17
- Number of workshops to train film crew technicians to serve the industry: 6
- Number of production companies participating in the Film Crew Advancement Program: 8

NMFO is directly responsible for marketing New Mexico to the film industry worldwide, through promoting industry-leading incentives to studios and independent filmmakers, as well as by providing location assistance and exemplary customer service to production companies filming in New Mexico. Industry worker day and budgetary information, including New Mexico spend, are collected from the production companies by NMFO, and NMFO reviews and updates this statistical information in three stages:

- 1) Through estimations of spending and crew size prior to production
- 2) Through production actuals after project completion in New Mexico
- 3) By confirmation of payouts from the New Mexico Taxation and Revenue Department as allowed.

The existing measure, economic impact, equates to the direct spend times a multiplier of 3, which is an industry standard. The NMFO has requested a change in this measure to report direct spend with no multiplier in FY14 and going forward. We have made a request to discontinue the total number of projects because this number includes the very smallest of projects.

Administrative Services Division (ASD)

- Number of payment vouchers accurately processed within seventy-two hours of receipt: 75%

The New Mexico Economic Development Department ASD team date stamps invoices as they are received from the divisions in order to accurately track how long it takes to process them through to the Department of Finance and Administration (DFA). ASD also records any DFA date stamped rejections in order to identify issues and avoid rejections going forward.



**NMEDD Business Assistance
Verification Form**

COMPANY

Contact Name

Title

Address

City, State Zip

Phone

Email

Website

New Business

Expanding Business

Type of Business

Employment Level Before

EDD Assistance

Facility Lease or

Purchase (Lease Term)

Size of Facility

Job Creation @ Time of

Announcement

Projected Job Creation in 12 mos.

Average Wage of Jobs

Number of Construction

Jobs

Average Wage of
Construction Jobs

Percentage Contribution

of Employer Sponsored

Health Insurance

Describe Other Employer
Provided Benefits

Real Estate -

Capital Investment:

Equipment -

Total -

Describe Assistance Provided by NMEDD:

Date Announced: _____

New Mexico Economic Development Department FY12 HISTORICAL PERFORMANCE RESULTS

New Mexico Economic Development Department Historical Performance Results					
	FY2008	FY2009	FY2010	FY2011	FY2012
Office of the Secretary					
Number of rural & urban jobs created	4,882	3,950	2,238	1,922	2,684
Number of rural jobs created	1,890	1,031	921	958	1,542
Number of urban jobs created	2,992	2,919	1,317	964	1,142
Economic Development Corporation (Partnership)					
Number of jobs created through business relocations facilitated by the Economic Development Partnership (EDP)	3,134	1,615	242	499	657
Number of company relocations (NMEDP)	8	6	4	6	6
Number of leads created through the EDP	401	417	409	437	392
Number of prospects created through the EDP	91	98	84	72	120
Number of visits created through the EDP	38	26	36	29	31
Number of jobs created by aerospace & aviation companies	238	4	188	0	148
Economic Development Division					
Jobs created by business expansions	565	554	626	498	605
Number of business expansions	33	42	49	40	35
Number of urban business expansions	24	36	36	32	25
Number of rural business expansions	9	6	13	8	10
MainStreet					
Jobs created by MainStreet*	569	549	681	598	592
Number of communities participating in MainStreet	28	24	23	22	23
Community, Business and Rural Development Team					
Number of certified communities	38	39	40	38	36
Job Training Incentive Program (JTIP)					
Number of workers trained by JTIP	2,004	1,469	1,181	613	1,015
Number of rural companies participating in JTIP	17	6	9	5	9
Number of businesses participating in JTIP	56	44	35	34	32
Average annual cost of JTIP trainee	\$5,725	\$8,057	\$10,172	\$5,433	\$4,600
Percent of employees whose wages were subsidized by JTIP still employed by the company after one year	32%	35%	55%	47%	72%
Office of International Trade					
Number of international transactions	25	9	6	38	14
Number of international consulting sessions with New Mexico companies	341	225	239	69	260
Number of ISO trained businesses	27	23	49	4	7
Film Office					
Number of media industry worker days	207,066	191,181	197,474	189,078	143,046
Economic impact of media industry productions in New Mexico, in millions	\$824.7	\$780.6	\$6,192.0	\$830	\$673.8
Number of films & media projects principally photographed in New Mexico	93	89	109	96	61
Office of Military Base Planning and Support					
Number of military units impacted by the activities of the Commission and the Office	10	10	10	10	10
Number of community support organizations that have benefited from the activities of the commission and the office	8	8	8	8	8
Number of communities assisted by the Office of Military Base Planning and Support	8	8	8	8	8
Border Authority					
Annual trade share of New Mexico ports within the west Texas and New Mexico region	2.90%	4.60%	4.80%	20.96%	5%
Percent of program objectives obtained as a result of direct agency interaction with the border trade community, both public and private sector	90%	90%	90%	90%	86%
Commercial and non-commercial vehicular port traffic at New Mexico ports	860,000	748,000	790,240	821,851	766,671
Number of coordination meetings with border community leaders, congressional offices, Mexican federal agencies, federal and state agencies or international funding resources to maintain integrity of the international border in New Mexico	150	250	260	260	275
Spaceport Authority					
Annual aerospace jobs created due to spaceport authority efforts	N/A	N/A	N/A	N/A	200
Number of key project milestones completed within established timeframes	N/A	N/A	N/A	N/A	12
<i>Note: Previously reported job totals have been adjusted for projects that either did not take place or did not achieve the employment levels reported in prior years.</i>					



 **NEW MEXICO**
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