



FY2014
Fourth Quarter
Performance Report
with Annual Results

New Mexico Economic Development Department (NMEDD) FY 2014

Fourth Quarter Performance Report and
Update on Strategic Plan Objectives

Mission:

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

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Office of the Secretary (OFS)

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.

Goal: Create a competitive environment for new business and job creation in New Mexico

Performance Measure	FY14 Target	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Yearend Results
Percent of performance measure targets in the General Appropriations Act that were met	85%					
Total number of jobs created due to economic development department efforts	2,500	318	826	795	1,743	3,686
Total number of rural jobs created	1,250	178	281	248	853	1,562
Total number of urban jobs created	1,250	140	545	547	890	2,124

Fourth Quarter Highlights

The quarter ended with EDD exceeding its total jobs target of 2,500 by nearly 1,200; for a total of 3,682 new jobs in FY 2014. Both rural and urban job targets were surpassed. JTIP served 46 companies, training 1,355 New Mexicans, exceeding targets of 1,000 and 28, respectively. MainStreet districts added 101 new businesses and completed 162 building rehabilitations.

Perhaps the largest event of the quarter was the official opening of the Santa Teresa Intermodal Ramp. Many new businesses have chosen New Mexico to be near this facility and the Mexican border. The project represents an investment of more than \$400 million by Union Pacific and will employ 600. The Locomotive Fuel Tax Deduction signed into law by Governor Martinez was a major incentive for the project.

Other major announcements during the quarter include:

- Rangeland Energy's Integrated Oil System in Lea County, which will create 50 new jobs. This represents an investment of nearly \$200 million. The multipart system is designed to transport the basin's crude oil and condensate production to multiple downstream markets across the U. S. via outbound rail and pipeline.
- CertoPlast announced in May that it will locate its first North American facility in Las Cruces. The company is the first to locate in the City's Foreign Trade Zone. CertoPlast manufactures parts for the auto industry and will create 100 new jobs. Recent tax

policy changes such as the single sales factor, gross receipts deduction on manufacturing consumables and 22 percent reduction in the corporate income tax rate facilitated the company's decision to choose New Mexico.

- On June 9th Governor Martinez and Secretary Barela welcomed California tortilla manufacturer Franco Whole Foods to Las Cruces. The company makes and exports its tortillas worldwide and will create 160 new jobs at an average salary of \$37,000.
- CN Wire will operate its first North American manufacturing operation in Santa Teresa. The company is also relocating its sales and distribution facility from Connecticut, creating a total of 300 new jobs.
- Performance Maintenance Inc. (PMI) is constructing a new 10,000 square foot facility in Española creating 50 new jobs. PMI is a service and supply company.

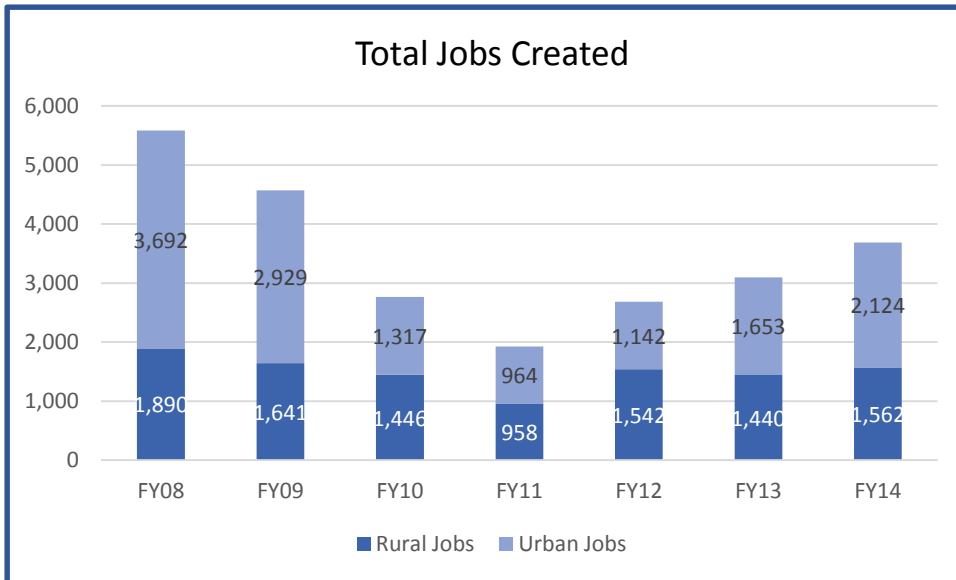
EDD supported two rural commercial kitchen projects during the quarter. Governor Martinez announced \$100,000 in funding for the Taos Food Center, a commercial-grade kitchen run by the Taos County Economic Development Corporation for more than 20 years. EDD provided funding to the Rio Grande CDC to create a sustainable commercial kitchen model for the Food Hub project in Española. The Food Hub is located in the MainStreet district and will support further commercial development.

Ten capital outlay projects were finalized in the quarter, allocating \$3.3 million to create 543 jobs in eight communities. One of those projects was \$200,000 for the Raytheon Diné Warehouse on the Navajo Agricultural Products Industry (NAPI) Industrial Park. The LEDA funds will be used for the architectural and engineering design for a 30,000 square foot warehouse. The Raytheon Diné facility is responsible for electro-mechanical assemblies for Raytheon Missile Systems, supporting ten major missile programs.

EDD's Rural Economic Development Council, appointed by Secretary Barela in October 2012, initiated a new effort to assist rural communities in funding infrastructure and business development projects, branded New Mexico FUNDIT. FUNDIT includes state and federal agencies that come together to collectively vet projects based on a single application process. The first meeting was held in June. FUNDIT is administered by the Finance Development Team, and the Community, Business and Rural Development Team will assist communities in bringing projects to FUNDIT.

The New Mexico Economic Development Summit was held in Hobbs the first week of April. The event was supported by many EDD staff, who worked to develop the program, raise sponsorships, and give presentations. The Summit was attended by nearly 200 from across the state and southwest. Secretary Barela gave a keynote address on global trends impacting New Mexico.

The Frontier Communities Initiative completed projects in eight rural communities with a special appropriation of \$500,000. These projects are detailed in the Appendix.



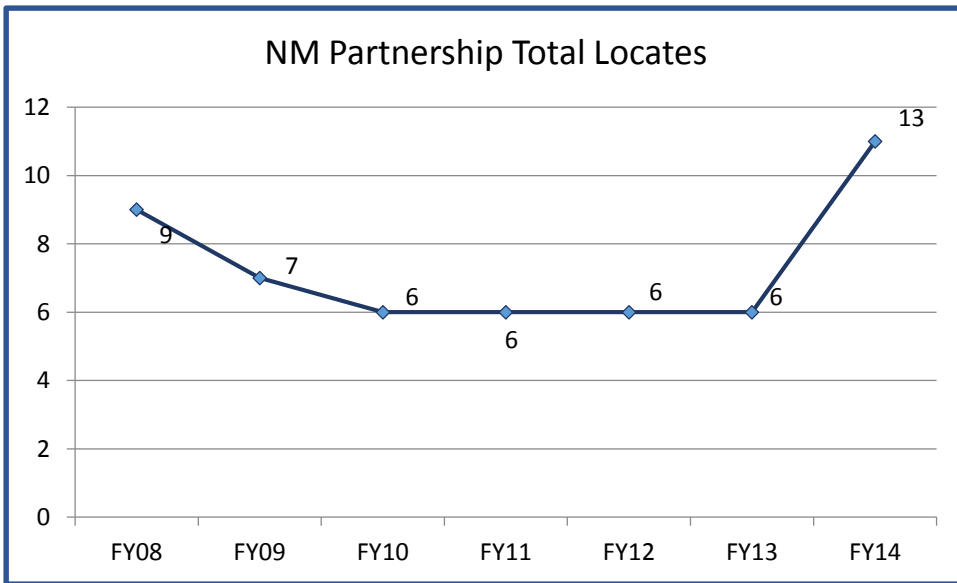
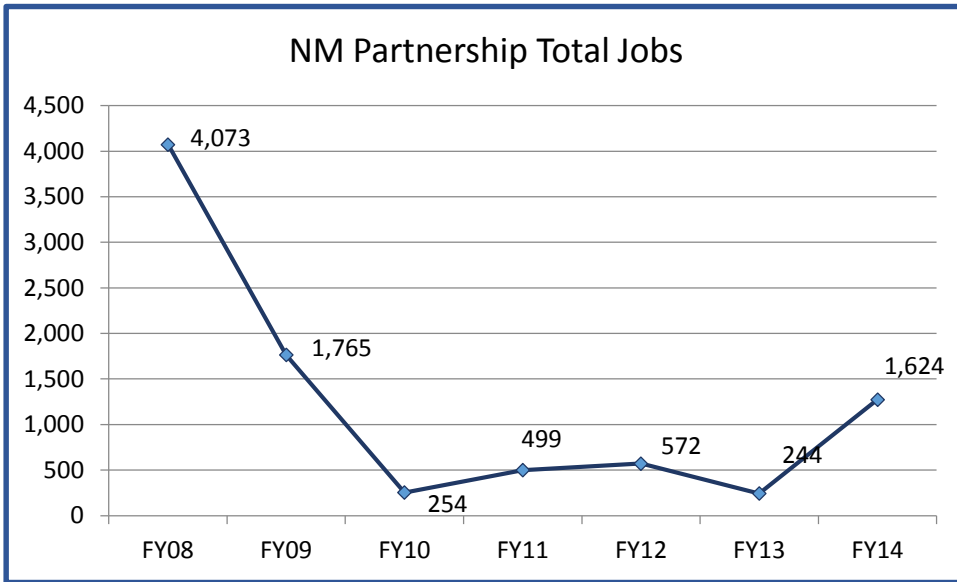
New Mexico Partnership (NMP)

The Partnership finished the fiscal year with a total of 11 locates and 1,274 jobs. During the fourth quarter there were five site visits to the state. NMP conducted four sales missions and participated in five trade shows. Participating New Mexico EDC's included MVEDA, Alamogordo-Otero County EDC, Chaves County EDC, Estancia Valley EDC, 4 Corners EDC, EDC of Lea County, Gallup EDC, Clovis EDC, Albuquerque ED, and the City of Albuquerque.

Trade Shows:

- CPV-10 Solar - Albuquerque
- ICMI ACCE (customer service centers) – San Diego
- AUVSI (unmanned vehicles) – Orlando
- Global Petroleum – Calgary
- BIO (life sciences) – San Diego

Performance Measure	FY14 Target	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Yearend Results
Number of jobs created through business relocations facilitated by the economic development partnership	1,700	20	270	124	860	1,624
Number of business relocations facilitated by the economic development partnership	9	1	3	4	5	13
Average annual cost per economic development partnership job created	\$518	Annual				\$573



Office of Business Advocacy (OBA)

The Office of Business Advocacy enables business owners to break through regulatory roadblocks and red tape. It helps to navigate state government by providing assistance with permitting, licenses, inspections, among other issues. It also resolves challenging bureaucratic, intergovernmental, and public policy problems adversely affecting business in New Mexico. The goal is to help businesses who would not otherwise be able to hire an attorney, accountant, or lobbyist to resolve their issues with state government.

Goal: Improve the business climate to facilitate the retention and expansion of New Mexico companies of all sizes.

Objective:

- Increase new case load and solved cases throughout the year

4th Quarter FY'14 Update

Marketing and outreach efforts included:

April - Marketing and outreach efforts included participation with the NM Rural Economic Development Council to provide updates on the Regulation and License Department (RLD) Alcohol and Gaming Division's Alcohol Reform Taskforce. OBA attended Leadership Albuquerque Program Day planning meetings in order to utilize LAA as a resource for generating cases. In April case referrals related to High Wage Jobs Tax Credit were transitioned to the Taxation and Revenue Department. Outreach efforts with Mora/San Miguel Electrical Cooperative secured a positive outcome for Intergalactic Foods and plans to locate a new facility in Illiff, NM. The Electrical Cooperative generated two new case referrals. OBA company visits included: Albuquerque Recycling, STV Construction, AES Inc. and Blue Heron Tap Room.

May –During the month OBA staffed a business information meeting hosted by Bernalillo Community and Economic Development Department. OBA continues its participation on the NM Procurement Reform Taskforce and on the planning committee for the NM Infrastructure Conference. OBA presented at an Albuquerque BioScience Center client meeting and attended the National Association of Women Owned Business Association "Go Global" event. Other outreach meetings included the Associated General Contractors of New Mexico (AGC) monthly meeting. OBA company visits included: FLUTE, Second Street Brewery and AES Bernalillo.

June – OBA participated in the NM Angel Investment Tax Credit Webinar and attended the Greater Albuquerque Chamber of Commerce Congressional Summit. OBA presented at an Alcohol Reform Taskforce in support of the fingerprint license reform initiative which favors only license holders directly responsible for the daily administration of the license be fingerprinted. OBA attended an Bernalillo County Economic & Community Development program meeting, participated in a tour of the Innovation Albuquerque Center Fat Pipe project and attended the Urban Land Institute's Public and Private Partnership event. OBA company visits included: JohnnyBoards LLC and Southwest Airlines Customer Support Center.

New Cases:

1. MSDS Pro, LLC – Albuquerque
2. Samobi Block – Rio Communities
3. Village of Glenwood
4. Libration System Mgt – Albuquerque
5. Industri ES – Albuquerque

6. GCC's Cement – Tijeras
7. El Ice Plant, Santa Fe
8. Twin Cities LLC – Santa Teresa
9. Flexible Liner Under Ground Tech (FLUTE) – Alcalde
10. Sticks & Stones – Angel Fire
11. Second Street Brewery – Santa Fe
12. AES Inc. Bernalillo
13. UPR Civil Construction – Arizona
14. NM Training School – Los Lunas
15. Green Theme Tech LLC – Albuquerque
16. Rhodes & Salmon, PC - Albuquerque
17. Southwest Airlines – Albuquerque
18. ATSS Security – Albuquerque
19. JohnnyBoards – Albuquerque
20. Taos Outfitting & Tours
21. Ned's On The Rio Grande – Albuquerque
22. NM Hyatt Place
23. NM Cheddar's Restaurant – Albuquerque
24. La Posada Resort and Spa – Santa Fe
25. Anna's Homemade Tortilla – Raton
26. Incentis Group – Santa Teresa
27. Guadalupe Montessori School – Silver City
28. Apple Tree Education Center – T or C
29. Los Alamos Beer Coop – Santa Fe
30. AerSale – Roswell
31. Mosquero Bar
32. Monarch Litho – Santa Teresa
33. Big Brother Big Sister Central New Mexico - Albuquerque

Cases Solved:

Albuquerque Recycling – The Company requested information on how to amend its current state price agreement for cost recovery for the removal of used electronic equipment. OBA scheduled a meeting with General Services Division to review the process for amending the existing price agreement. The process required the company to identify a state agency/customer to request the change. OBA identified NMDOT as the sponsor agency. The amended contract was submitted to GSD and approved.

STV Construction – Denver based company required state incorporation as an entity doing business in New Mexico. The application with State Corporation Commission was part of the backlog of applications the agency was experiencing. OBA requested a review of the time-stamp of the application receipt. Once the date of receipt was confirmed as overdue it was fast-tracked for approval.

Hurley Rail Project – Submitted a request from the Town of Hurley to submit its rail infrastructure improvement plan to NMDOT and NMEDD as community priority projects.

AES Inc. (Rail Service Project) – OBA secured application process information on behalf of the company through NMDOT Rail Division and presented the project scope in order to secure NMDOT project approval.

Fidelity, NM - OBA in partnership with the company's CPA firm, Deloitte Tax LLC, submitted to Tax and Revenue Department issue(s) of concern related to delays with High Wage Jobs Tax Credit application.

Gladstone Store – OBA coordinated efforts through the New Mexico Restaurant Association to secure upgrades in equipment required for the business to pass NMENV Restaurant inspections requirements.

Blue Heron Tap Room – OBA referral from Northern New Mexico Connect to track liquor application process with updates on the status of the pending license application to the client. In partnership with RLD the license application met all requirements and was issued within 30-days of submittal.

Intergalactic Foods, Iliff, NM – Company appealed the denial from the Public Regulatory Commission for a zero cost transmitter originally quoted by the local electrical cooperative. The appeal was denied but later granted. OBA testified on behalf of the project in a Co-op Board meeting and was able to help overturn the denial.

Deloitte Financial LTD – OBA was able to work with Deloitte a second time to insure its recommendations for improved administration of High Wage Jobs Tax Credits were submitted as part of OBA's final issue summary submitted to TRD.

Valero Gas Project in Bernalillo – The project was supported by the Mayor but presented challenges with regards to right-of-way access from NMDOT. OBA was able to mediate a compromise. The project remains on track for construction in 2015.

Titan Development in Albuquerque – OBA was contacted by the company for ideas on how to confidentially vet a considered site for development. The land identified was formally a dairy but listed as available for limited use.

Comfort Inn Sierra County – OBA was contacted in April with concerns NMDOT would begin bridge reconstruction work on I-25 Exit 79. The work was scheduled to begin May 2014 which was of concern to tourist related businesses in located near the exit from Elephant Butte Lake. The next available exit would be 10miles further south (Hillsboro Exit). OBA was able to intercede and get the bridge project start date moved to Sept/Oct timeframe.

Big Brother Big Sisters of Las Cruces – OBA was contacted by the organizations board chair regarding payment delays related to the issuance of its contract to provide one-to-one student mentoring. OBA worked with grant administrator to insure the organization received status updates on the contracts and ultimately payment for services was provided.

Flexible Liner Under Ground Tech, Alcalde – OBA referral from Northern New Mexico Connect related to the approval required by the State Engineer to approve the application to permit 20.0 acre-feet of water rights to be sold by FLUTE to Rio Arriba County. The company initiated the sale in 2013 with the intent to finalize the sale within one year. OBA was able to advocate on behalf of an expedited process by the Office of the State Engineer.

Performance Measures	Targets	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	YTD Results
Number of business advocacy cases opened	100	22	25	21	33	101
Number of business advocacy cases solved	45	17	14	22	14	67

Economic Development Division

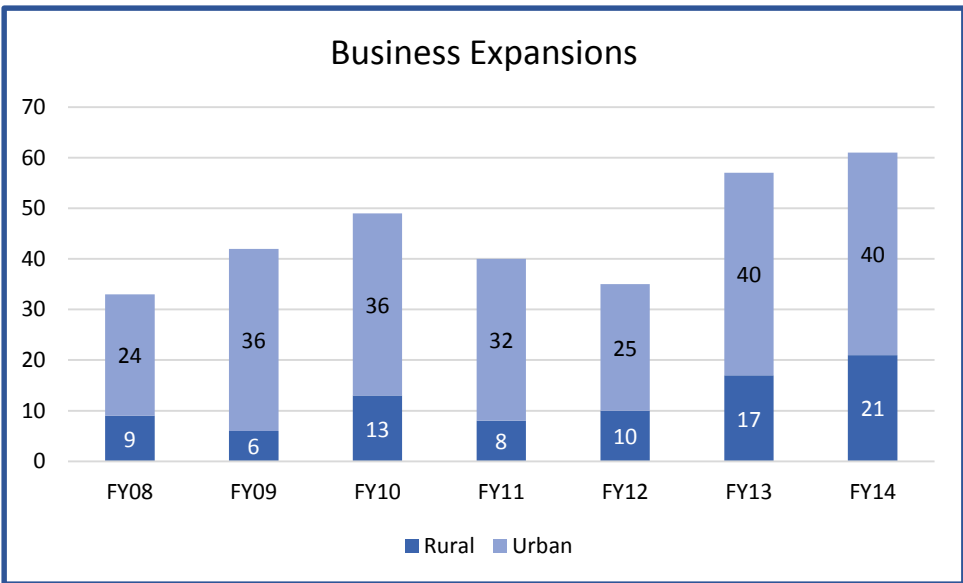
The mission of the Economic Development Division is to assist local communities and businesses in retaining and creating better jobs, resulting in thriving communities and an exemplary quality of life for all New Mexicans. Economic development is accomplished through business recruitment, expansions and start-ups.

4rd Quarter Update

Business Expansions and Start-ups

The Economic Development Department assists new and expanding businesses through seven programs. MainStreet and the Arts and Cultural District Program focus on downtown revitalization and growing New Mexico’s diverse creative economy. The Finance Development Team builds financial packages for businesses and communities. The Job Training Incentive Program (JTIP) trains workers for new jobs. The Community, Business and Rural Development Team and Tribal Liaison assist communities in building their capacity and increasing their competitiveness for economic growth. The Office of International Trade assists New Mexico businesses in building their revenue by accessing new global markets and the Office of Business Advocacy assists businesses through regulatory roadblocks.

Performance Measure	FY14 Target	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Yearend Results
Number of jobs created through business expansions	600	64	511	458	207	1,240
Number of business expansions assisted	40	12	16	14	18	60
Number of rural located business expansions assisted	12	4	7	3	7	21



New Mexico MainStreet Program (NMMS)

Utilizing the National Main Street Center’s proven revitalization strategies, the MainStreet Four Point Approach®, the program is part of an economic development network of more than 39 states and 1600 communities across the country.

MainStreet’s priority is always to build the capacity of its local partners. Many of the activities conducted throughout the year focus on workshops specific to fundraising and grant writing, quarterly meetings, conferences and certification training.

Goal 1: With available budget, add two new emerging MainStreet communities

4th Quarter update:

New Mexico MainStreet is assisting four emerging communities in FY14: Harding County, Gallup, Barelás and Albuquerque South Valley. These organizations are reflected in the total number of communities served (27) and they are reporting program results (see table in Appendix).

Goal 2: Stimulate private sector reinvestment with MainStreet districts.

Objective:

- Provide technical assistance for good design practices; implement MainStreet Façade Squad, Project Makeovers and MainStreet Curb Appeals

4th Quarter update:

- Deming MainStreet completed a downtown wayfinding system which features very large, oversized, mimbres pots with signage.
- Belen MainStreet hosted a NMMS Preservation Workshop which included hands-on training to repair the damaged vigas in the Old Court House. Approximately 50 volunteer community members received the training.
- NMMS has produced a new Historic Theaters Initiative brochure to promote our services related to historic theater rehabilitations.
- Las Vegas MainStreet is adding an addition to the Bridge Street Breezeway, which was built utilizing NMMS Capital Outlay funds.

Goal 3: Create an environment to attract new business and entrepreneurs.

4th Quarter update:

- Twenty-four new jobs came to the Los Alamos MainStreet District through the opening of a new pizza restaurant, a health clinic and professional offices.
- UNM Bureau of Business & Economic research completed a Community Economic Assessment for Zuni Pueblo MainStreet.
- The landmark Odeon Theater in Tucumcari was purchased by a new owner who invested \$150,000 in a new roof, new equipment and interior improvements.
- A talented and experienced new owner purchased the jewel of Downtown Las Vegas, the Hotel Castenada. To complement plans of rehabilitating the entire 1898 landmark, the owner seeks to also acquire the Plaza Hotel.
- NMMS provided market data to Corrales MainStreet and assisted in the creation of a business development marketing materials package, funded by PNM.
- NMMS conducted a comprehensive on-site business development visit with Silver City MainStreet, more than 15 local partners participated in the creation of a business development work plan.
- Public sector improvements in Lovington are further boosting the private investment environment. Repairs at the Lea County Museum, Troy Harris Center and Lovington Library and Central Plaza streetscape improvements totaled \$662,000.
- The City of Lovington has purchased the Lea Theater with plans to work with Lovington MainStreet to operate it as a multi-use performing arts center.

Frontier Communities Initiative

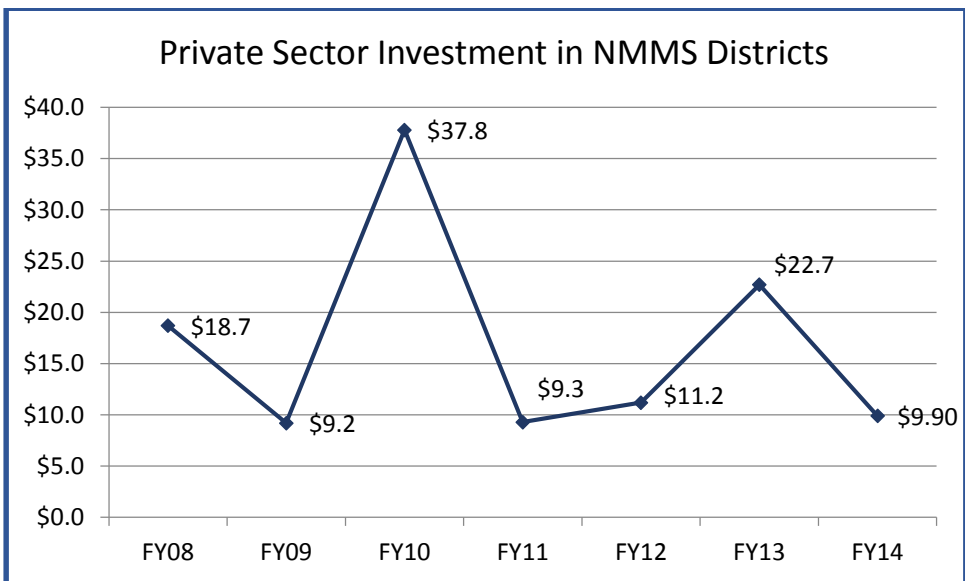
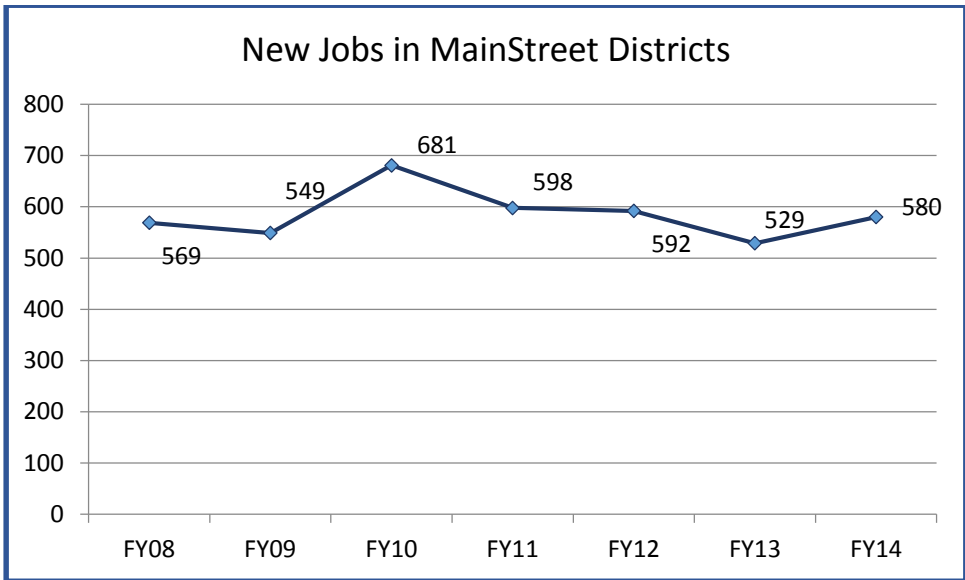
In FY14 the Economic Development Division (EDD) received \$500,000 to serve small rural communities who do not have the resources to meet the national standards for a qualified MainStreet district. EDD received 14 applications for the initiative and seven were chosen.

4th Quarter update:

- The Central Plaza design work in Columbus is complete.
- Carrizozo received Image Development & Branding assistance and Business Development Services. In addition, Carrizozo received a conceptual plan for street improvements for Hwy 54 & 12th Street which runs through historic downtown. The plan includes recommendations of revitalization strategies for the historic area and will be submitted to NMDOT as they prepare for a major construction project on Hwy 54. NMMS conducted an assessment of the historic Lyric Theater in Carrizozo to determine the potential for rehabilitation.
- The final logo design, entry monument designs and wayfinding signage concepts for the Village of Santa Clara are complete.
- Hurley received and approved the final streetscape design concept. It has been included on their ICIP for FY 2015.
- Wagon Mound has selected three historic buildings on Railroad Avenue for their Façade Squad. The team will repair/replace broken windows, patch damaged plaster and paint buildings. Work is scheduled to be completed in July.

A full report on the FY14 Frontier Communities Initiative is provided in the Appendix.

Performance Measure	Target	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter	Yearend Results
Number of communities participating in MainStreet	25	27	27	27	27	27
Number of jobs created by MainStreet	600	184	156	172	68	580
Dollars of private sector investment in MainStreet districts	\$9M	\$5.1	\$393,607	\$3.2	\$1.18	\$9.9M
Number of new businesses in MainStreet districts	140	24	17	50	10	101
Number of building rehabilitation completed in MainStreet Districts	150	56	20	44	42	162



Arts & Cultural District Program (ACD)

Created by state statute in 2007, the New Mexico Arts & Cultural District program was one of the first in the nation and a model for thirteen other states and more than 100 towns nationally. By state statute the director of New Mexico MainStreet is the “coordinator” of the program. “State authorized” programs receive a professional resource team’s evaluation of the strengths and weaknesses of the district, funding for an ACD cultural plan for the district and funding for an ACD Master Plan for future infrastructure and capital improvements. The program is directed toward creating district destinations to support local cultural and arts entrepreneurs by increasing cultural and heritage tourism. The interagency collaboration currently includes divisions

of the Department of Cultural Affairs, the Economic Development Department, the Tourism Department and two statewide foundations: the McCune Charitable Trust and the New Mexico Humanities Council. Funding for a number of local initiatives has been awarded from the McCune and Whited Foundations and the National Endowment for the Arts.

There are currently six state authorized districts; Downtown Albuquerque, Las Vegas, Los Alamos, Raton, Silver City and Taos. The NM Arts & Cultural districts received a \$30,000 Tourism coop grant for FY 14. Their marketing plan includes leasing seven LED displays in the Albuquerque Sunport for one year. Each month a different event from one of the ACD communities will be featured.

Objectives:

- Pass the Arts and Cultural District “clean up bill” during the 2014 Legislative Session;
- Add two new ACD Districts;
- Complete economic cultural plan development in all 6 ACD districts and have the plans implemented and funded by municipalities;
- Access funding to hire a local ACD Coordinator;
- Market and brand a statewide ACD logo; and
- Establish a marketing campaign.

4th Quarter update:

- NM ACD communities have applied for a FY15 Tourism Coop grant.
- The ACD website is being re-designed and updated.

Finance Development Team (FDT)

The Finance Development Team introduces companies to tax incentives, job training reimbursements and financial assistance programs. A customized analysis of the incentives and state programs can be provided to a business which is considering expansion, relocation or starting up in New Mexico. The FDT provides financial packaging, accessing capital, review and interpretation of company financial statements, and in-depth financial analysis consultations concerning all aspects of doing business.

Goal 1: Assist in the structuring and financing of business start-ups, expansions and/or relocations on a statewide basis.

Objectives:

- Provide technical assistance partnerships with the various Councils of Government (COG’s), local economic development agencies and regional organizations, to provide an extension of services not in place with a project or with the local governmental entity.

4th Quarter update:

- Presented at S.F. Score Workshop: “How to Finance Your Business”
- Presented at NM Angels monthly meeting on Angel Investment Tax Credit program
- Presented at SF Business Incubator: “How to Finance Your Business”
- Native American Economic Summit: Finance Presentation
- Angel Investment Tax Credit Webinar: hosted & presented along with department legal counsel
- NM FUNDIT introduction presentation to attendees at Rural Summit and held first partner meeting with agency representatives (NMFA, DFA Capital Outlay, DFA Local Government Division, NMDOT, NM Environment Department, MFA, SBA, USDA, NCMEDD, EPCOG, SWCOG, SECOG)
- Presented at Village of Corrales Commission meeting and Corrales MainStreet meeting on LEDA

Objective: Bring together financing tools including debt and equity financing, cash incentives and tax credits to support economic development activities that improve and support employment opportunities in New Mexico.

FY14 BUSINESSES PROVIDED TECHNICAL ASSISTANCE RESULTING IN FUNDING & JOB CREATION					
Business	Location	Project Description	Direct Jobs Created	Loan Amount	Program
Blue Heron Tap Room	Española	Real estate acquisition	10	\$125,000	NM Bank & Trust
Duel Brewing	Santa Fe	Refinance/Expansion	15	\$40,000	NM Bank & Trust
Santa Fe Brewing	Santa Fe	Purchase expansion site	100	\$350,000	Collateral Support
PMI	Española	Building expansion and equipment	30	\$1,200,000	Collateral Support
BTI	Santa Fe	Construction financing	36	\$1,145,000	Collateral Support
Totals			172	\$2,860,000	

Business Development Projects Update:

- Walatowa Timber Industries- Business plan development and financial pro forma in support of wood pellet business expansion.
- Oasis Aquatic Services- Potential expansion of existing location, review of financial documents for debt financing
- Kyield- Santa Fe Artificial Intelligence Analytics and enterprise server operating system designer, from Governor’s Office constituent services

- Picuris Corporation & Brycon Construction- New Market Tax Credit development project
- Second Street Brewing- Discussion on possible expansion, financing options and JTIP
- Santa Fe Brewing- LEDA capital outlay request on waste water treatment facility associated with upcoming expansion
- Cumbres and Toltec- Overview of LEDA, discussion on local LEDA ordinance and process; discussed LOGRT or GF set aside for ED purposes provision

Goal 2: Assist New Mexico communities in accessing capital outlay funding to create new jobs.

Objectives:

- Assist the Office of the Secretary and the Community, Business and Rural Development Team in allocating capital outlay funds for LEDA Projects
- Assist communities to ensure Project Application; Project Ordinance; and Project Participation Agreement comply with LEDA
- Assist communities with draw-down of project funds

4th Quarter update: All projects received funding allocations and the full \$3.3M was expended. Project files received a desk audit for close out.

Martinez Meats, San Miguel County	\$75,000
Raytheon, Navajo Nation	\$200,000
FRST, Alamogordo	\$250,000
Eclipse, Albuquerque	\$397,014
Intergalactica, San Miguel County	\$15,000
Canon ITS, Albuquerque	\$250,000
DHF, Rio Rancho	\$200,000
Taos County EDC, Commercial Kitchen	\$100,000
Luna Theater, Clayton	\$100,000
CN Wire, Las Cruces	\$1,712,986

4th Quarter 2014 – Angel Investment Tax Credit

Company	Investment Amount	Credit Amount
XF Technologies	\$104,156.25	\$25,000.00
Aqua Research LLC	\$15,000.00	\$3,750.00
Seamless Medical Systems	\$200,000.00	\$25,000.00
Growstone	\$50,000.00	\$12,500.00
Azan Pharmaceuticals	\$25,000.00	\$6,250.00
Nutivta	\$200,000.00	\$25,000.00
Vizzia Technologies	\$60,000.00	\$14,998.50
TOTAL.....	\$654,156.25	\$112,498.50

Performance Measures	Targets	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Yearend Results
Number of capital outlay projects funded	8	0	0	0	10	10
Number of businesses provided technical assistance resulting in a funding package and job creation	5	0	2	3	0	5

Job Training Incentive Program (JTIP)

The mission of JTIP is to assist in the development of New Mexico’s economy by providing incentive funds to businesses as they create jobs through start-up, expansion or relocation to New Mexico.

Goal 1: Increase company participation in JTIP.

Objectives:

- Continue to promote JTIP to eligible businesses in every region of the state by partnering with local and regional economic development organizations.

4th Quarter update:

Communicated with EDD partners to provide JTIP program information and/or activity in respective regions:

- NM Partnership
- Axiom CPA
- Albuquerque Economic Development
- Mesilla Valley Economic Development Alliance
- HR by MR-Consultant
- The BioScience Center—provided JTIP presentation to resident companies at their quarterly meeting.

Spoke with the following companies either via telephone, email or site visit regarding JTIP and STEP UP eligibility and program details:

- Duel Brewing, Santa Fe
- Purple Adobe Lavender Farm, Abiquiu
- Valley Gurlz Goods, Albuquerque
- Affordable Solar, Albuquerque
- Miller Bonded, Albuquerque
- Spa Enrichment Strategies, Albuquerque

- CSI Aviation, Albuquerque
- Neptune Aviation, Alamogordo
- CN Wire, Santa Teresa
- Thomas & Betts, Albuquerque
- PESCO, Farmington
- Glenhasbah Renewable Energy Technologies, Inc., Farmington
- CAaNES, Albuquerque
- Santa Fe Spirits, Santa Fe
- Compass Components, Deming
- Bogue Machine, Albuquerque
- BioLime, Albuquerque
- PreCheck, Alamogordo
- Prime Therapeutics, Albuquerque
- AerSale, Roswell
- Green Theme Technologies, Albuquerque
- Sierra Peaks, Albuquerque
- Aircraft Technical Support, Roswell
- Canon Information Technology Services, Albuquerque
- EcoPesticides, Albuquerque
- Positive Energy, Santa Fe
- Respira Therapeutics, Albuquerque
- Old Wood, Las Vegas
- Samobi, Los Lunas
- Northwire, Santa Teresa
- JW Industries, Albuquerque
- Clean Water Technologies, Roswell

The JTIP online reporting and claim processing tools are now functional. Active JTIP participants have the ability to submit hiring reports and claims for reimbursement through the JTIP application web portal. JTIP staff will then review those documents and provide feedback within the application system, eliminating duplication of efforts with multiple levels of data entry.

Goal 2: Increase the number of jobs funded through JTIP

Objective:

- Focus on large expansion projects.

4th Quarter update:

Maintain regular contact with the NM Partnership on potential locations and attend quarterly prospect update meetings. Currently working on recent locations: Franco Whole Foods—Las Cruces—170 jobs; Certoplast—Santa Teresa—100 jobs; and CN Wire—300 jobs by December 2014

Currently working on prospective locations: Project Distant—250-500 jobs; Project Tint—370 jobs; and Project Trees—650 jobs

Goal 3: Sustain the level of quality of the jobs funded by JTIP.

Objectives:

- Encourage the JTIP Board and staff to prioritize high-wage jobs.

- Identify and contact more technology-intensive companies to create high-wage career opportunities for New Mexicans.

4th Quarter update:

The JTIP board approved 77 high wage jobs in the fourth quarter of FY14, 52 of which are in rural locations. Six companies approved for JTIP funding in the fourth quarter of FY14 are technology-intensive:

- Project Performance Company, LLC
- NM Consortium
- Still Solutions, Inc.
- Lavu, Inc.
- CAaNES, LLC
- Ideum, Inc.

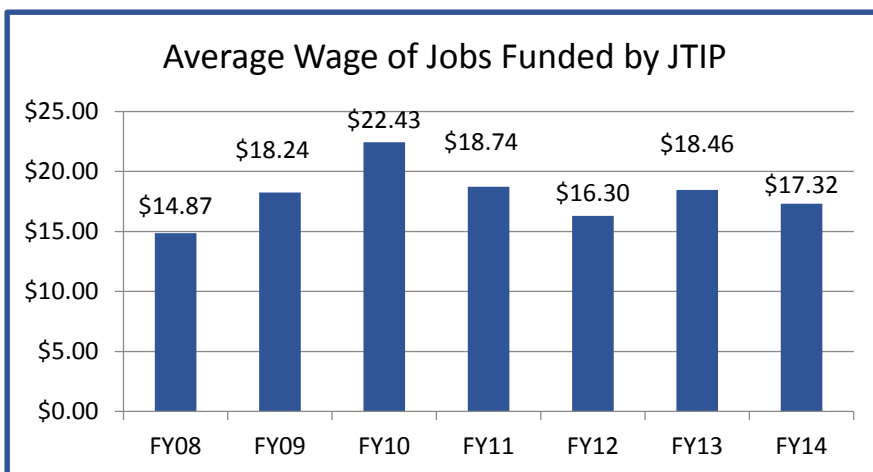
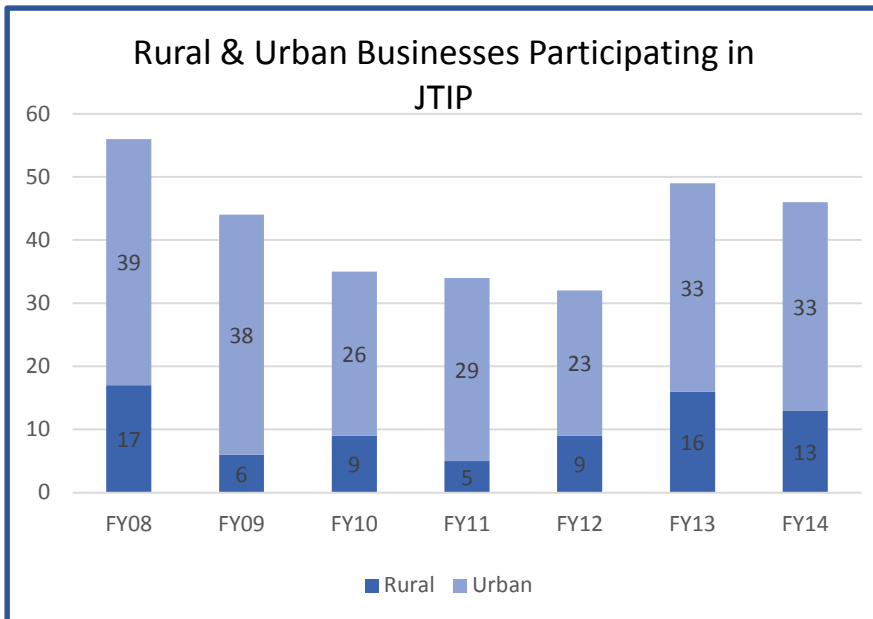
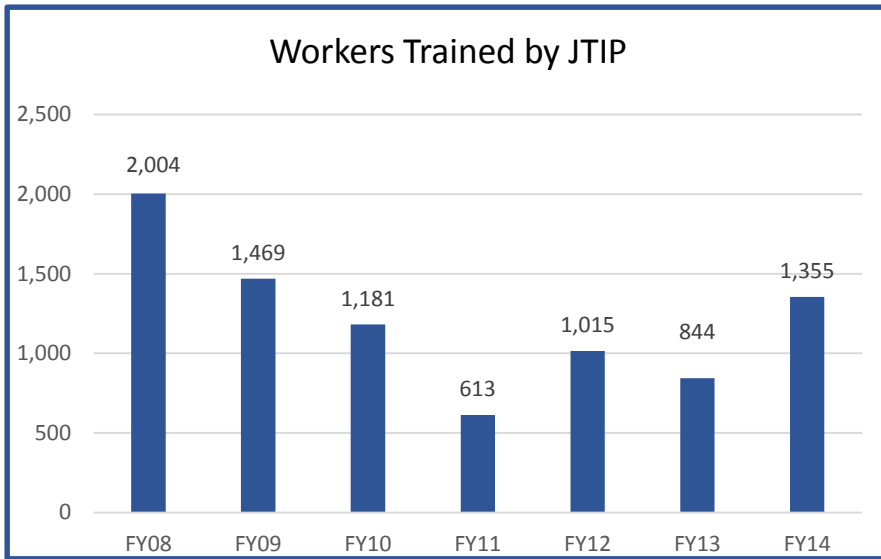
JTIP Policy Retreat, May 2014

In an effort to keep up with the current needs of New Mexico economic base businesses, the JTIP board meets annually to consider changes to JTIP policies and procedures. The board adopted several policy amendments. Eligibility requirements for intern positions as well as for traditional JTIP positions were adjusted to streamline the application process and program administration by the companies. Wage requirements for contract-based call centers were aligned with the average wage for the location and industry. The time companies have to fill approved positions was extended from four to six months. ISO9000 training will be available to eligible companies through JTIP's incumbent worker training program, Step-Up.

Performance Measures	Targets	1st Quarter	2nd Quarter	3 rd Quarter	4 th Quarter	Yearend Results
Number of workers trained by JTIP	1,000	64	82	693	516	1,355
Number of rural businesses participating in JTIP	8	4	3	1	5	13
Number of businesses participating in JTIP	28	13	12	13	19	46
Average annual cost per JTIP trainee	\$4,600	\$11,239	\$11,237	\$5,788	\$6,266	\$6,579
Average hourly wage of jobs funded by JTIP	\$20	\$22.24	\$23.04	\$17.04	\$16.17	\$17.32
Percent of employees whose wages were subsidized by JTIP still employed by the company after one year	66%	Annual Survey				68%*

**The number of businesses participating in each quarter is tallied by quarter. The YTD number takes into consideration repeat participants in both overall and rural goals.*

***85% of JTIP trainees are still in New Mexico.*



Community, Business and Rural Development Team (CBRDT)

The mission of the Team, commonly known as “regional representatives or reps” is to assist communities build their capacity for development by: training local leadership, engaging diverse community stakeholders in the process of planning and implementing change in their regions, and helping them identify strategic opportunities to advance the region’s goals for economic growth.

Goal 1: Build local economic development capacity programs that can be sustained through changes in the economy and political leadership

Objective:

- Assist communities in assessing infrastructure needs (including fiber connectivity) and funding new infrastructure where gaps inhibit economic growth.

4th Quarter update:

Region 1

None for this quarter. Actively working two projects for next quarter.

Region 2

- Nambe Pueblo identified water and wastewater projects as being important infrastructure needs. The Pueblo was referred to appropriate programs with the New Mexico Finance Authority for application information.
- Town of Red River indicated it requires replacement or repair of its wastewater treatment facility which is incapable of handling large loads and might be a detriment to economic development in the future; piping and storage for both water and wastewater to housing and treatment facilities are an additional requirement identified by the governing body. The Town was referred to appropriate programs with the New Mexico Finance Authority for application information.

Region 3

- An infrastructure project for the City of Moriarty which extends sewer lines to the airport, installs a water loop for fire suppression at the airport, and repairs the road after sewer installation: The project will be located at the Moriarty Municipal Airport and will be owned by the City of Moriarty. The request amount is \$995,237.00. The project will retain about 50 jobs currently at the airport and will support the addition of 200 new jobs. The current estimated average wage of the new jobs is between \$15.00 and \$25.00 per hour, meeting the threshold for the rural High Wage Jobs Tax Credit. The project will provide the necessary infrastructure to retain, expand and recruit jobs to the airport. The latest business is spending \$15 million dollars in buildings, equipment and employees. The regional representative assisted the community through the EDO in the LEDA application process along with advocating for the project. This will be a fully-funded LEDA project in FY15.

Region 4

- Village of Maxwell- Assisting a \$1 million FY 2015 capital outlay request promoting redundancy of two water sources through programs at the New Mexico Environment Department. Rep also facilitated a Maxwell Water Town Hall Meeting and made introductions to the Drinking Water Bureau Construction Engineers with whom the Town has submitted their first RFP approval request to hire a hydrologist/water engineer. Introduced Village leaders to the State Engineer for discussion regarding an alternative well site located on private land that could be used regionally.
- Burlington Northern Santa Fe Double Tracking- SEMA Construction of Denver has filled forty new construction jobs to build and expand one rail line to double rail capacity covering nine miles starting in Vaughn. Rep facilitated a site visit for New Mexico Partnership to consider the feasibility of an intermodal facility and industrial park at the only New Mexico intersection of Union Pacific and BNSF. Working with Vaughn in spending capital outlay and additional funding for redundant water storage (for water) that will be sold to SEMA for construction use.

Region 5

- Sierra County 1st Launch- EDD rep working with community on identifying and prioritizing infrastructure improvements necessary to capitalize on impact of early launches from Spaceport America. Engaging private sector and local governments involved in the process. Purpose is to identify projects that can be done with current funding and to identify funding sources for larger regional efforts.
- Bi-National Community- Regional rep serving on Smart Water and Clean Energy Committee. The group is developing energy/alternative energy strategies for the San Jeronimo and Santa Teresa Bi-National Community, and a plan for smart water use including identifying funding needs and sources.

Region 6:

- Water line extension for Rich-Glo Products in Roswell – This project is still in progress, expect funding in the upcoming fiscal year. Regional rep has been actively involved in the negotiations between the City of Roswell and Rich-Glo.
- Rail Spur upgrades for Western Emulsions – Estimates are complete, the \$15,000 in upgrades will be funded in FY15. Regional rep has worked with Roswell International Air Center property management to secure funding in FY15.
- Taxiway upgrades at Roswell International Air Center (RIAC) for Strategic Aerospace International Ltd.- Upgrades are necessary for pilot training flights for UAS (unmanned aerial systems) to be conducted at RIAC in conjunction with ENMU-R and the company. Estimates are complete and funding requests for \$250,000 are anticipated for the July

City Council meeting. Regional rep has been meeting with RIAC property management and providing possible funding options for them.

- Runway upgrades Roswell International Air Center- \$24 million project has received federal funding with pledged city match. Project to begin in FY15 with a 4th quarter completion date. Technical assistance provided to complete funding package.

Objective:

- Create a template for a statewide business retention and expansion survey and work with local organizations to ensure that interviews are conducted in each region of the state and that the information collected is summarized and made available to the Governor’s office and the Office of the Secretary.

4th Quarter update:

Region 1

- PESCO- This company is planning to add 105+ new jobs in the near future. EDD has created an incentive analysis that includes an IRB component. Total value of state and local incentives and infrastructure investment is \$765,079. Regional representative assisted the local community and the business in applying for LEDA funds in the amount of \$500,000. Application is under review by the Finance Team. PESCO presented to the July 11th JTIP board meeting for funding in the amount of \$285,648 for 40 new jobs (in addition to the 105 planned for the expansion under LEDA).

Region 2

- Smoke Signals – Growing Taos business that manufactures pipes and flutes. Regional rep met with the business and provided incentive information as to how the Job Training Incentive Program can assist with new hires.
- Associated Energy Services – Business is seeking rail-served site for expansion in Sandoval County; provided zoning and regulation information to the Office of Business Advocacy for assistance with this effort.
- El Ice Plant – Company seeking placement of product in Costco and Sam’s Club stores; small business requirements were reviewed with owner of the ice company. EDD’s Office of Business Advocacy is following up with El Ice on impediments to product placement in these retail establishments. The business was also referred to the Job Training Incentive Program and is working on an application with program staff.
- Habitat for Humanity – Assisted Taos operation with necessary data to complete grant application; awards not yet announced.
- Private Label Select –The owner of this cosmetic manufacturing business desires a larger facility. Rep continues to provide site and building information along with arranging real estate tours.

- Healing America's Hero's – Provided technical assistance with business plan development and financing to start-up nonprofit corporation interested in providing services to veterans in Rio Arriba County.
- El Zocalo – A business incubation center located in Sandoval County was provided with both marketing and financial assistance, and received \$150,000 in funds from the legislature to study and market the new development.
- Providing economic development assistance to the Village of Questa to address many of the issues associated with the closure of the nearby Chevron molybdenum mine due to lack of demand for the product. Department programs have been discussed and preliminary funding options reviewed with local, state and federal officials; over 300 positions will be eliminated in Taos County as a result of this closure. The mine has been in operation since 1916 in this small northern New Mexico community of about 2,000 residents. It has experienced numerous production cutbacks over the years with fluctuations in the price of molybdenum.

Region 3

- Samobi Block LLC., a startup business, looking for an industrial park with an active railroad spur has decided to start negotiations with the Industrial park owners and with the Rio Communities city. The company manufactures prefabricated blocks that are used in the construction of homes and other buildings. Regional Rep is participating and assisting the company with negotiations, incentives, gap financing, and technical assistance. The company plans to hire 80 employees when in full production. Regional Rep assisted in site selection and negotiations for the building in Rio Communities. Samobi Block LLC has occupied the building as of June 15 and are working on installing equipment. The company had filled a JTIP application for five employees but postponed application for the August JTIP board meeting.
- Green Theme Technologies- A business startup that has developed a chemical that repels water and is used in textiles, especially in athletic ware. Regional rep met with the company and subsequently facilitated meetings between the company, and OBA and JTIP to address issues and assist in hiring prior to beginning manufacturing operations. The company was incubated at the Bio Science Park and has now graduated and moved to its own facility. Green Theme Technologies has filled a JTIP application for July 11th board meeting, they are requesting funding in the amount of \$59,970 for five jobs.

Region 4

- Altavista Hospital, Las Vegas– Survey was conducted in May 2014. The company identified certification and regulatory issues.

- Comanche Creek Brewery – Survey conducted in May 2014. The company wants to expand and is exploring financing options which were provided by Region 4 Rep during the survey.
- Meats-Produce-Flowers – Survey conducted in May 2014. The company, located in Pecos, is requesting assistance on regulatory issues associated with a recent expansion.
- Barela Timber Management, Inc. – Company is interested in expanding its mill operation and is being assisted with issues associated with environmental regulations.
- Clayton Mosiac – Survey conducted in May 2014. The company would like to expand.

Region 5

- Compass Component (BRE in Q3) was awarded JTIP funds for 14 additional employees.

Progress made in Q4 (but not an outcome yet):

- Southwest BioLabs (BRE in Q2) - Rep facilitated meeting with State Land Office and a private land owner. Rep secured city zoning statement for proposed business location and briefed local government on company issues.
- NM Shrimp Company (BRE in Q2) - Startup company commercializing an NMSU technology. Currently in process of land acquisition. Regional rep providing assistance in identifying sites and resources.
- Samson Equipment (BRE in Q4) - This project is in the design phase of an expansion. Regional rep and the New Mexico Manufacturing Extension Partnership (MEP) are providing technical assistance in defining the scope of work and helping the company understand the development process. Expansion will allow for a 25 percent increase in employment (+7) and significantly expedite production.

Q4 BREs which were conducted:

- Eagle Ranch Pistachios- Looking for a collaborative retail effort with NM True type products. Company is concerned about adverse impacts to the business with a continued drought.
- Stone Crafters- Only manufacturer in the region, uses New Mexico mined materials. Working to access market dominated by Arizona and Texas firms.
- Aztec Algae- Startup Company seeking Angel Investment. Working with both regional incubators.

Goal 2: Increase the number of communities adopting the Local Economic Development Act (LEDA) and increase adoption of the Local Option Gross Receipts Tax (LOGRT).

4th Quarter update:

Region 3

None this quarter, however the rep is working with Rio Communities to draft a LEDA Ordinance.

Region 4

- Encouraged Guadalupe County to place LEDA draft ordinance on County Commission agenda for a first review.
- Encouraged Las Vegas San Miguel CDC with presentation on LOGRT as a source for future economic development funding.
- Provided draft LEDA ordinance to Greater Raton Economic Development and reviewed with Mayor.

Region 5

- Town of Silver City updated their LEDA ordinance on May 13, 2014 to incorporate changes in state legislation.
- City of Las Cruces also updated their LEDA ordinance on October 13, 2012.

Region 6

- Working with Eddy and Chaves County on adoption of LEDA expected completion in 1st QTR of FY15

Additional Business Development or Community Development Projects by Region

4th Quarter update:

Region 1

Thoreau Rail Line Feasibility Study- Assisted in developing scope of work and participated on Evaluation Committee. A contractor was chosen and the contract drafted. The Navajo Nation and New Mexico Tech will work together to complete the study and recommend best location for a rail line connecting the Four Corners to the BNSF TransCon Corridor. Contract is pending signatures of contractors.

Inland Port Feasibility Study - Assisted in developing scope of work and participating on Evaluation Committee considering potential contractor to complete study.

Region 4

Broken Arrow Motel, Springer- This vacant historic motel was completely renovated during the past three years by the family-owned construction business. Rep provided assistance on CID, State and National Historic Register and Tax Credits. The Motel held a grand opening celebration on Memorial Day, with two hundred in attendance. The project has created one new job.

Region 5

Assisted Twin Cities Services Inc. address permitting problems to help them move into Santa Teresa facility by deadline. Regional rep met with Dona Ana County permitting office on their behalf and facilitated discussions between permitting office, CEO and contractor.

Working with City of Anthony and CN Wire to coordinate local hiring for positions to be created in the Santa Teresa facility. Provided training and information to assist City in the process of adopting a LEDA Ordinance and evaluating opportunity to induce Industrial Revenue Bonds for the CN Wire project.

Identified existing supply chain for aerospace companies working from Spaceport America or the surrounding communities. Included statewide resources for R&D needs, testing and evaluation, aerospace operations and general business operation. Provided company information and contact to Spaceport Authority (NMSA) and others working to recruit commercial space industry. NMSA has been able to use this information to connect existing New Mexico companies with business opportunities.

Region 6

Roswell International Air Center 747-800 Hangar- This project was identified in 4th QTR of FY13, since then the regional rep has been actively involved in negotiations between AerSale and the City of Roswell. The City and AerSale have entered into a MOU and as a result of the MOU, AerSale has contracted with Armstrong Engineering for site selection and analysis. The process is complete, additional cost analysis and estimates are in process and expected to be completed by the end of 1st quarter of FY15. Following final cost analysis funding, negotiations will be completed between the City of Roswell and AerSale. The project will make RIAC a one stop shop for all MRO (Maintenance Repair Operations) for all aircrafts from 747-800 and down.

Sustainable Energies – The Company is looking to acquire the former Lovington cheese plant and invest \$7 to \$10 million in capital to begin operations. Their process will include growing microbials that will assist in environmental cleanup in the oil and gas fields. Regional rep is currently doing an incentive analysis and is assisting in the negotiations with DFA (Dairy Farmers of America) on the acquisition of the cheese plant.

Integration Innovation Inc. AKA i3- The company has chosen Roswell International Air Center (RIAC) as their location after a nationwide search, selecting RIAC instead of the former Reese AFB in Lubbock, Midland – Odessa, Hobbs and Cecil Field in Jacksonville, FL. This company has leased a facility at RIAC and renovations are underway. When fully operational they will be training pilots of foreign (US friendly) military forces. Initial average wage estimates begin at \$20, all high wage jobs, with very good growth potential. Regional rep has been heavily involved with the Program Manager and VP, Ops International Training Services as they move toward take off.

AgPower-The project broke ground in the 1st quarter of FY14. Unfortunately, delays in getting a Water Discharge Permit from NMED put the project on hold. Due to the efforts of the OBA and the regional rep the issues have been resolved and have ensured that the next phase will not

face delays. Construction is now underway and a JTIP application for their initial hire is anticipated in the 2nd quarter of FY15.

Performance Measures	Targets	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Yearend Results
Number of communities certified through the certified communities initiative	36	23	23	23	23	23
Number of business retention and expansion surveys completed resulting in a positive outcome such as job creation, retention, or business financing	15	0	0	2	5	7
Number of community infrastructure projects moved to financing stage	5	0	0	0	3	3
Percentage of certified communities that complete community profiles and land & building inventories on NMEDD website	100%					100%

Community Infrastructure Projects Moved to Financing Stage in FY14

1. Lea Theatre: The Lovington City Commission approved use of local LEDA and funded as a guarantee for a loan to purchase the LEA Theatre and upgrade to digital equipment. This project was started by Lovington Mainstreet and will be managed by the newly- created Lovington Arts & Culture Foundation. They intend to purchase the Theatre and update and remodel it. The total cost of the project is estimated to be \$450,000.
2. A City of Roswell (12”) water line extension of 1,973 feet has been completed from Main Street to Cottonwood Road for fire protection and domestic water uses. The project’s total cost was \$215,024.
3. Runway upgrades Roswell International Air Center- \$24 million project has received federal funding with pledged city match. Project to begin in FY15 with a 4th quarter completion date. Technical assistance provided to complete funding package.

BRE Surveys/Visits Resulting in a Positive Income in FY14

1. Aersale: BR&E Indicated need for twenty new employees approved for twenty-one JTIP positions on April 11, 2014.
2. Gavilon Grain: The City of Clovis approved a \$100,000 post performance grant, which assisted in the acquisition of new equipment for the Clovis plant. This along with the incentives identified by the Finance Team convinced Gavilon to keep the Clovis plant

open, which resulted in twenty-one jobs being retained and an additional \$1 million in capital being invested in the area. (Reported in Q3)

3. Stewart Industries: BR&E indicated that the lack of a Flyaway Tax Exemption was hindering business growth and causing a competitive disadvantage. The Governor signed into law HB24, which exempts the sale of aircraft over 10,000 pounds from gross receipts tax and eliminated the barrier. (Reported in Q3)
4. Cummins Diesel: BR&E indicated a need for training of new employees. Cummins Diesel was approved for two positions in December of 2013.
5. Leprino Foods: Due to BR&E in July, Leprino, for the first time applied and was approved for JTIP funds in September for thirteen positions.
6. Stewart Industries: In order for Stewart Industries to get FAA approval for C-Check status, larger doors in their leased hanger at the City of Roswell International Air Center need to be installed. BR&E indicated the need for larger doors in the hangar. The City of Roswell provided rent rebates in the amount of \$120,000, which allowed Stewart Industries to install the larger doors and successfully earn their C-Check Certificate. Stewart Industries hired twenty new A&P mechanics as a result.
7. Compass Components: Company manufactures and assembles wire harnesses and has 101 employees, but it expects to remain at this level until sales improve. Compass will pursue STEP-UP retraining program with rep's assistance. The company received \$89,512 for 14 new jobs at the June JTIP meeting.

Tribal Liaison Program

TRIBAL ECONOMIC DEVELOPMENT ADVISORY COUNCIL

The regional representative tasked with focusing on Native American Communities serves on the Tribal Economic Development Advisory Council (TEDAC), whose purpose is to gather input from Tribes on existing programs and how effectively they serve the Tribes, Pueblos and Nations: and develop new programs or resources, tax credits and other state incentives (including film production and post-production) that revolve around mutual credits tied to taxable activities such as gross receipts.

Goal 1: Identify and prepare Tribal communities in accessing the Tribal Infrastructure Fund (TIF) to create new jobs with Tribes in or outside the reservation.

Objectives:

- Assist the Office of Indian Affairs in identifying economic development projects to present to the Tribal Infrastructure Fund for approval.
- Assist communities with project applications

Goal 2: Renew the Executive Order establishing the Tribal Economic Development Advisory Council to continue the process for the next two years.

Objective:

- Gather input from Tribes on existing programs and how effectively they serve the Tribes, Pueblos and Nations

Goal 3: Conduct a survey in partnership with tribal governments that evaluates what type of businesses that currently invest on Indian lands.

Objectives:

- Develop a job creation overview of the economy in each diverse tribal community.
- Assist the Office of Indian Affairs to prepare and disseminate a report on the types of business, number of employees, breakdown of employee by affiliation (tribal/non-tribe/other), total payroll (government, Tribal enterprises), purchasing, benefits paid to all employees.

4th Quarter Update:

Following are Native American projects which the ED Division has assisted this year:

- NMEDD has identified four of its regional representatives whose regions include Native American communities and one primary tribal liaison who is responsible for acting as the primary liaison between NMEDD and Indian Affairs.
- The Tribal Liaison and the Regional Representatives have worked on the following Native American projects this year:
 - Jemez Pueblo – Working to develop a business plan and expand operations at a timber mill; economic development planning grant, LEDA application; and a project on forest restoration.
 - Picuris Pueblo – Financing for a development.
 - MainStreet and Zuni – Created first Native American MainStreet Program
 - Mescalero Saw Mill – Funding for feasibility study to determine sustainability for the operation.
 - Manuelito, Tsayatoh and Rock Springs Chapters for inland port feasibility study.
 - Navajo Nation and Raytheon – Financing for 28,000 square foot warehouse for NAPI Industrial Park.
 - Assisted Zuni Tea company with a revolving loan fund application for its expansion
 - Ramah Navajo Foods, LLC received LEDA funding and is now launching Navajo-branded sheep and mutton products.

New Mexico Rural Economic Development Council

New Mexico is a geographically large state with low population density. Only eighteen of the state's incorporated communities have a population exceeding 10,000. Many of these frontier communities are losing population and struggling to maintain their existence. They have very unique needs deserving of a voice in the state's vision for economic growth. The mission of the Council is to identify policy and programs to ensure rural sustainability for communities with a population of less than 15,000.

Goal 1: Preserve rural quality of life and facilitate economic prosperity

Objectives:

- Identify and address policy and regulatory issues that adversely impact rural areas.
- Identify sustainable target industries for rural areas such as agriculture and extractive industries.
- Address entrepreneurship assistance gaps.
- Promote collaboration and cooperation regionally.
- Assist rural communities with various training opportunities to enhance organizational and individual capacity.
- Identify and address infrastructure gaps that hinder economic development.

4th Quarter update:

The Council met in January 27, 2014 in Santa Fe. Presented at this meeting were the following:

- Legislative Initiatives of NMEDD – Presented by Wade Jackson, General Counsel
- Legislative Policy Committee – Presented by Myra Pancrazio, Executive Director of Estancia Valley Economic Development
- Broadband Updates – Presented by Juan Torres, Finance Team and Eileen Yarborough, Executive Director of Cibola Counties EDC
- Liquor Task Force – Mike Espiritu, CEO/President of Otero County EDC
- Rural Resource Center and Go to Webinar – Therese Varela, ED Division Director
- Right to Farm Act – John Mulcahy, Director of Chaves County EDC

As a result of the topics identified by the NMRED Council, the following initiatives have been established and undertaken by NMEDD:

- FUNDIT was established to lead an informal group of funding agencies in an effort to streamline the process for funding projects. This group of agencies held its first meeting on June 4th. Memorandums of understanding and an application are in development.
- Business Resource Center – NMEDD hired an individual who will be responsible for creating this one-stop web portal of business resources, tools and startup requirements.
- Legislative – The Rural Council is working with NMIDEA and the Legislative Jobs Council to review and vet legislative initiatives as they support rural causes such as broadband development.

ISO 9000 Program

This is the last class to complete the ISO 9000 in FY14, on March 21st:

1	Allan	Knighten	Prescient 360, inc.
2	Victorya	Fernandez	MPC Design Technologies, Inc.
	Joseph	Zambrano	MPC Design Technologies, Inc.
	Timothy	Lopez	MPC Design Technologies, Inc.
3	Patrick	McGuirk	PnP Innovations
4	Monica	Muñoz	Basic Dental Systems, Inc.
	Jared	Black	Basic Dental Systems, Inc.

Office of International Trade (OIT)

OIT 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.

Goal: Increase international trade transactions for New Mexico companies

Trade and Investment Missions conducted during the quarter:

- Natural Products UK, London, UK. Trade Show from April 7-10, 2014.
Participants: Private Label Select, Ltd. and Aromaland Therapy
- Trade Winds Americas Conference and Trade Mission to Santiago, Chile; Quito, Ecuador; Bogota, Colombia; and Lima, Peru from May 11-25, 2014.
Participants: Solaro Energy of Socorro and Affordable Solar of Albuquerque
- Singapore International Water Week Trade show in Singapore, Singapore from June 01 to 07, 2014.
Participants: Miox Corporation, Albuquerque; Fast Ditch, Rio Arriba; FLUTE for materials.

New-to-Export Companies

1. ASP Technology, Inc., Albuquerque, participated in the New Mexico Trade Mission to Sao Paulo and Rio de Janeiro, Brazil, generating exports totaling \$75,000 in aviation/aerospace software systems and manufacturing controls to Sao Paulo distributor with assistance from the New Mexico Sao Paulo Brazil trade office.
2. Private Label Select, Ltd., Taos, registered initial small export order to United Kingdom importer for distribution in chain of Manning Pharmacies. The order was approximately \$10,000, but product is being evaluated for inclusion in their chain of pharmacy cosmetic sales throughout the UK and possibly Asia.
3. Solaro Energy quoted solar lighting equipment in the amount of \$30,000 to Chile as a new to export marketing opportunity.
4. MCT Industries, Inc., Bernalillo, exported \$200,000 in armored military vehicles per a DOD contract with the Australian Army; utilized Gold Key Service under the STEP Grant.

New-to-Market Companies

1. Sisneros Brothers Manufacturing initial export order of \$30,000 to Guatemala based on Mexican distribution partners represent a new market for their pharmaceutical filtration and manufacturing systems.
2. RIEtech Global, Inc. of Albuquerque, NM exported first time order of \$80,000 for geo positioning systems used for radar tracking and antennae systems to Mexico, based on distribution contacts established at the Expo Seguridad Trade Show in Mexico City. This represented their first export to Mexico.
3. Ideum Corporation, Inc., Rio Rancho, exports to the Netherlands of \$50,000 from leads generated at the ISC Trade Show attended in Amsterdam with funding from the SBA STEP Grant for the trade booth.

4. Private Label Select, Ltd., Taos, reported \$15,000 initial evaluation order for the UK to the Manning Guardian chain of pharmacies for their cosmetics counters at the stores. Product will be evaluation for inclusion in other stores in Europe and Asia.
5. Marpac, Inc., Albuquerque, was assisted by the NM Middle East Trade Office in initial shipment of \$25,000 to Oman as a new to market export opportunity.

Performance Measures	Targets	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Yearend Results
Number of new-to-export clients identified and assisted	10	5	3	5	4	17
Number of existing exporters assisted in entering new markets	10	4	3	2	5	14

New Mexico Film Office (NMFO)

The NMFO continues its focus on the six categories as outlined in the 2014 fiscal year strategic plan to strengthen the division's mission. For the purposes of clarification, these categories have been consolidated into three main initiatives: Recruitment, Statewide Outreach and Workforce Development.

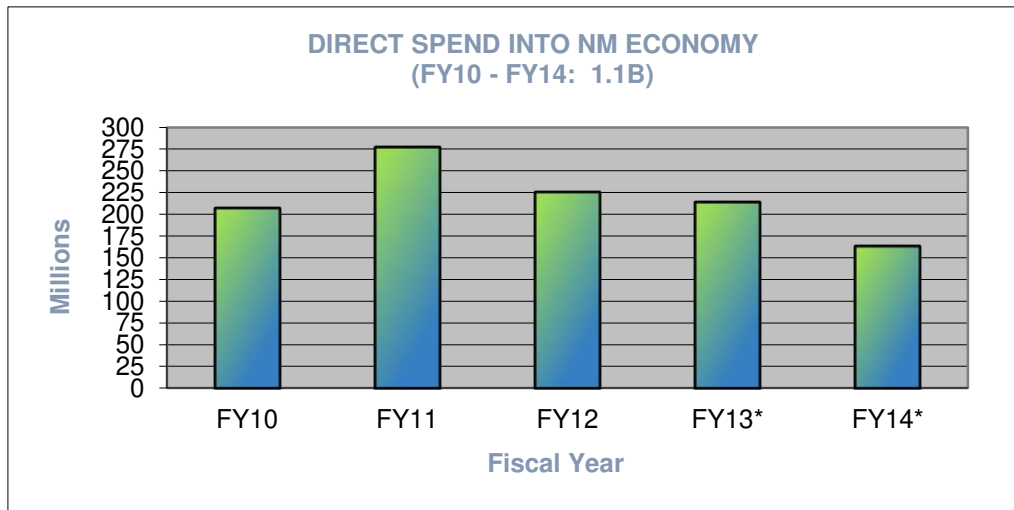
- 1. Recruitment Initiative:** the primary tool to attract productions and emerging media businesses to our state is the Film Production Refundable Tax Credit. This initiative also includes determining the economic impact and effectiveness of this credit.
- 2. Statewide Outreach Initiatives:** there are a variety of ways to work with local communities, schools, filmmakers and chambers in order to assist and promote the industry and the jobs it creates. There are five ways to increase the effectiveness of outreach: 1) town hall forums, regional meetings and social media to assist in educating the public on the industry and the division's resources; 2) educational program initiatives to provide opportunities to learn about film and media training available throughout New Mexico; 3) the Statewide Film Liaison Network to train designated community members in the production process and to encourage filmmaking in rural areas; 4) Film Tourism to give communities an additional way to market to visitors, to increase economic impact and to benefit from the success of the industry; and 5) the NM Filmmakers Program to create support and resources for resident filmmakers pursuing their careers in the state.
- 3. Workforce Development:** programs under the Job Training Incentive Program for Film & Multimedia assist in increasing skill sets and the hirability of New Mexico residents in the industry and to keep talent in-state.

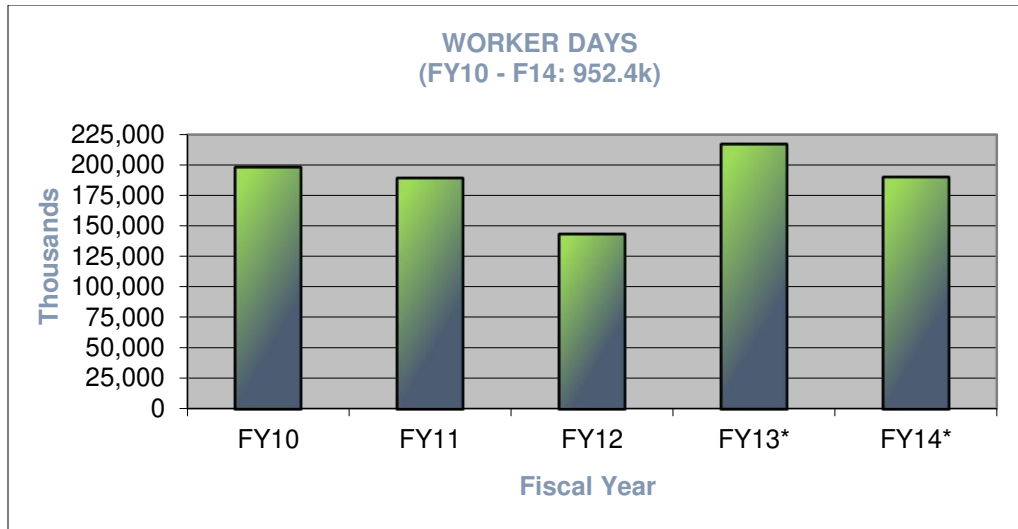
New Mexico has seen increasing competition in forty-two (42) other states as well as other countries; however, we are now considered one of the most competitive in the recruitment of television series.

1. Recruitment Initiative:

Of the 18 major productions for FY14, one was a pilot, five were television series and nine were features, two were major feature reshoots, and one was a “partial” feature. In FY14, there was \$198M in qualifying expenditures. Approximately one-third of direct spend occurred in quarters one and two, and just under two-thirds occurred in quarters three and four. In the charts below, qualifying expenditures for resident and non-resident performing artists (to which withholding and Gross Receipts Tax applies) were not included. (Note: tax withholding which applies to non-qualifying non-residents is also not included in these estimated production numbers.) The statistical trend that is emerging shows us that major features have higher, short term direct spend into the New Mexico economy compared to television series which have a higher number of worker days and often multiple seasons.

FY14	Q1	Q2	Q3	Q4	TOTAL
Direct Spend into NM Economy*	\$37M	\$22.6M	\$44.7M	\$57.8M	\$162.1M
Total number of Projects in Principal Photography**	13	17	16	15	61
Number of Projects over \$1m (total budget) in Production	4	4	4	6	18
Worker Days (crew size x days employed)	58,372	24,574	41,439	65,397	189,782
<i>*does not include Performing Artists spend</i>					
<i>**only includes projects submitting for incentive (all types)</i>					





Numbers are based on registration and statistical survey forms required from productions by the film division.

Strategic Goal:

The goal is to attract production, post production and emerging media companies to New Mexico for economic growth and job creation and to increase the state’s visibility in digital technologies that affect entertainment, educational and medical industries.

Objectives:

The objectives are to continue to meet with studios, major independent production companies, industry-related vendors, digital technicians and emerging media companies to review and promote New Mexico’s Refundable Film Production Tax Credit Program, locations and other state resources.

Issues:

The film office will be moved temporarily in fiscal year 2015 while construction occurs.

Action Plan:

Several additional meetings have been conducted and will continue to take place with in-state and out-of-state industry businesses and professionals. The NMFO continues to work with Taxation and Revenue to determine any needed regulations for the Tax Credit Program.

Quarterly Results:

Q1 – Director and staff met with several productions in the first quarter in anticipation of a significant increase in production activity for the second quarter. Senior Production Manager attended the Association of Film Commissioners International conference to engage in discussions of industry trends in recruitment and tourism, common issues for film offices and best recruitment events (e.g. American Film Market or AFM, Siggraph). Director and Sr. Production Manager continued to work with the NM Tax and Revenue department to determine potential regulations which will clarify the statute.

A contract was drafted and submitted to assist with the Emerging Media Recruitment Initiative.

Q2 – Eight (8) major productions completed production in the first two quarters of the fiscal year. Although December was not an active month, several potential productions scouted and we anticipate four announcements of upcoming projects early in quarter three. Director also participated on a panel in Los Angeles in November and attended the American Film Market to meet with Producers. Quarter two (2) also showed an increase in inquiries from Mobile Application developers. The Film Office continues to work with the Taxation and Revenue Department (NM TRD) and anticipates additional regulations for the tax credit program.

A contractor began work assisting with the Emerging Media Recruitment Initiative. A meeting was held to bring together local industry businesses and professionals to discuss the initiative. The Director and contractor have drafted a model to be implemented in the upcoming quarters.

Statistical information was submitted to the contractor awarded the RFP to analyze the Refundable Film Production Tax Credit program.

Q3 – Production activity increased with two (2) major television series going into prep and an independent feature having prepped, shot and wrapped. A fourth production began prep and will finish early in quarter four (4). Several pre-production meetings were held at local production offices in both Santa Fe and Albuquerque. Governor Martinez held a press conference at the Santa Fe University of Art & Design, announcing the television series *Manhattan*; three (3) additional press releases were distributed.

As part of recruitment efforts, the Film Division successfully participated in the annual AFCI Locations Tradeshow at the end of March; this time in Century City California.

Q4 – During this quarter, several pre-production meetings again took place at local production offices. Three (3) major series and a pilot were in production simultaneously in addition to three (3) major features. Additional statistical information was submitted to the contractor awarded the RFP to analyze the Refundable Film Production Tax Credit program.

The Film Office Director continues working with the Emerging Media Contractor to develop an accelerator to assist local businesses and to recruit related entrepreneurs to New Mexico. In May, the Director and Emerging Media Contractor attended Digital Hollywood & Variety Entertainment Technical Summit in Los Angeles.

The Film Office Director and Senior Production Manager continue to meet with both in-state and out-of-state producers reviewing available incentives and resources.

Contracted Locations Coordinator also worked with several productions and location owners regarding potential filming locations.

As of June 18, 2014, Film Production refunds totaled 86 claims for \$38,066,421 and reserved payments in the amount of \$5,917,647 for a total of \$43,984,068. Any difference remaining at the end of a fiscal year will be applied to the following fiscal year.

2. Statewide Outreach Initiatives

Strategic Goal:

The goal is to create and develop new and existing relationships with local entities including state agencies, local governments, colleges/universities, NM film organizations, NM film unions/guilds, soundstages, tribal communities, local film businesses and other industry professionals to disseminate information, prepare communities for production requests, promote film tourism and support local filmmakers' careers.

Objectives:

The objectives are to develop and create outreach programs; to expand resources for the general public, educational entities, and local governments, particularly in rural communities; to research avenues to continue filmmakers' events and competitions focusing on under-represented resident filmmakers; to educate and promote understanding and accessibility of the local industry through website, emails, social media and the weekly radio show.

Issues:

None.

Action Plans:

Town Halls, Regional Meetings & Social Media: coordinate regional forums, free and open to the public, working with productions, local educational programs, and industry-related inquiries.

Quarterly Results:

Q1 – The next town hall, to take place in Silver City, is currently being coordinated for next quarter. The NMFO is working with the Governor's Council on Film & Multimedia to collaborate with town hall forums and related outreach.

Q2 – A successful Town Hall forum took place in Silver City mid-November. The next town hall was scheduled and will take place in Santa Fe in March or April.

Q3 – The Santa Fe town hall was postponed to later this year as the annual conference was scheduled for the end of May. Facebook audience continues to grow. The weekly, live radio show is now being hosted by the newly hired Local Outreach Programs Manager.

Q4 – The film office’s Facebook following is up to over 7000 and the film office Twitter account is nearing 4000 followers. Radio Show is diversifying guests. The monthly newsletter continues to be sent to general interest distribution list. No town halls occurred; however, the film office assisted with two cast and crew screenings in Albuquerque and Santa Fe respectively. The Director also participated on a panel during the Albuquerque Film & Media Experience annual festival in June.

Education Initiative: continue support of New Mexico schools and educational programs encouraging the development of film and media careers in New Mexico.

Quarterly Results:

Q1 – The Governor’s Council on Film & Media Industries reevaluated its mission and amended subcommittees to “Outreach” and “Emerging Media,” both of which includes an educational component in consultation with the Film Office. The NMFO is also developing the next Education Summit, tentatively scheduled for the first quarter of fiscal year 2014.

Q2 – The Director also participated in CNM’s Film Advisory Committee fall meeting. The “Give Something Back” Twitter program which involves productions tweeting about the benefits of education while in-state, continues to be developed. PED was contacted in pursuit of a collaboration. Also, the month of September has been confirmed for the next Education Submit. The Senior Manager of Production also consulted with the Governor’s Council on Film & Media Industries Outreach Committee on a network for in-state educational programs related to film and media.

Q3 – The Film Office continues to work with the Governor’s Council on Film & Media on outreach to state educational programs related to film and media. The Local Outreach Programs Manager is working with the Council’s Outreach subcommittee.

Q4 – The Education Summit has been scheduled for October 2014 in Albuquerque. A committee of statewide educators has been formed to assist with logistics. The Outreach Committee for the Governor’s Council on Film & Media continues to develop a network of educational programs currently entitled “STARS” (Student Training and Research Society). The Director and designated staff attended their quarterly meeting.

Statewide Film Liaison Network: continue to support and grow network of community designated individuals who assist and prepare their communities for a variety of industry activities.

Quarterly Results:

Q1 – The annual State Film Liaison Network meeting took place in Alamogordo in July. The Local Outreach Programs Manager began working weekly with liaisons to improve community representation through searchable online locations database.

Q2 – Three state film offices confirmed participation in the major, international industry tradeshow scheduled in March: Association of Film Commissioners (International) Locations Tradeshow 2014.

Q3 – Albuquerque, Santa Fe and Otero film offices participated in the AFCI Locations Tradeshow in Century City with the State Film Office. The Annual Statewide Film Liaison meeting in July has been confirmed to take place in Roswell.

Q4 – The Annual Statewide Film Liaison meeting at the end of July has been moved to Farmington. The Local Outreach Programs Manager continues to work on strategies to expand network.

Film Tourism: develop thematic categories and interactive maps of statewide filming locations for public download and to determine an economic tracking tool to promote and support film tourism.

Quarterly Results:

Q1 – After the Governor’s Office and the NM Tourism Department officially announced the Film Tourism initiative July 1, downloadable touring maps by regions became available on Tourism’s website under NM True Adventures Film Trails. *The Lone Ranger* kicked off the first campaign and *Breaking Bad* became featured in September. Local film tourism vendors have also been showcased on the New Mexico Film Works weekly radio show.

Q2 – Senior Manager of Production spoke at the Santa Fe Chamber meeting promoting Film Tourism. Printed maps correlating to Tourism’s website were provided to the NMFO to distribute. A meeting with Tourism was set up at the beginning of quarter three to expand on the next steps including marketing the website and initiative.

Q3 – Senior Manager of Production and the ne Local Outreach Programs Manager continue to meet with the Tourism Department to develop collaborations expanding on Film Tourism. The Director of the Film Office participated in a panel in Century City, an event related to the AFCI Locations Tradeshow.

Q4 – The film office collaborated with the Tourism Department to advertise at the Cannes Film Festival in May and a 30 second spot on a large festival screen was shown over 1400 times throughout the festival. The film office continues to collaborate with the Tourism Department to incorporate film into in-state tourism events. Film Tourism will be one of the topics at the Annual Film Liaison Meeting next quarter.

NM Filmmakers Program – continue to support local filmmakers through screenings, workshops and conferences.

Quarterly Results:

Q1 – The NM Filmmakers Experience included two screenings and one discussion panel. The Filmmakers Showcase, to screen local filmmakers’ projects, was announced this quarter with the anticipation of approximately 40 submissions. The Showcase will screen and tour in quarter two (2).

Q2 – The Filmmakers Showcase travelled around the state to Albuquerque, Grants, Las Cruces, Portales, Santa Fe and Taos, screening the winning projects made by resident filmmakers.

Q3 – Logistics for the second annual NM Film & Media Industry Conference began to be coordinated by the Senior Manager of Production and the Local Outreach Programs Manager.

Q4 – The second annual NM Film & Media Industry Conference was a great success with over 300 local attendees. The NM Filmmakers Showcase of resident projects will be taking applications in October 2014. The Showcase will have its main screening event in January 2015 and tour throughout the calendar of 2015.

3. Workforce Development for Film & Multimedia

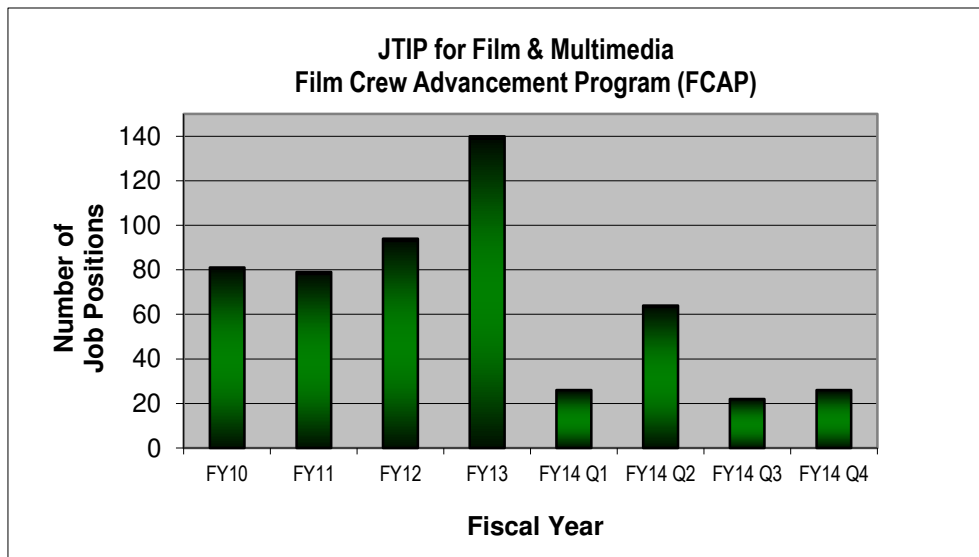
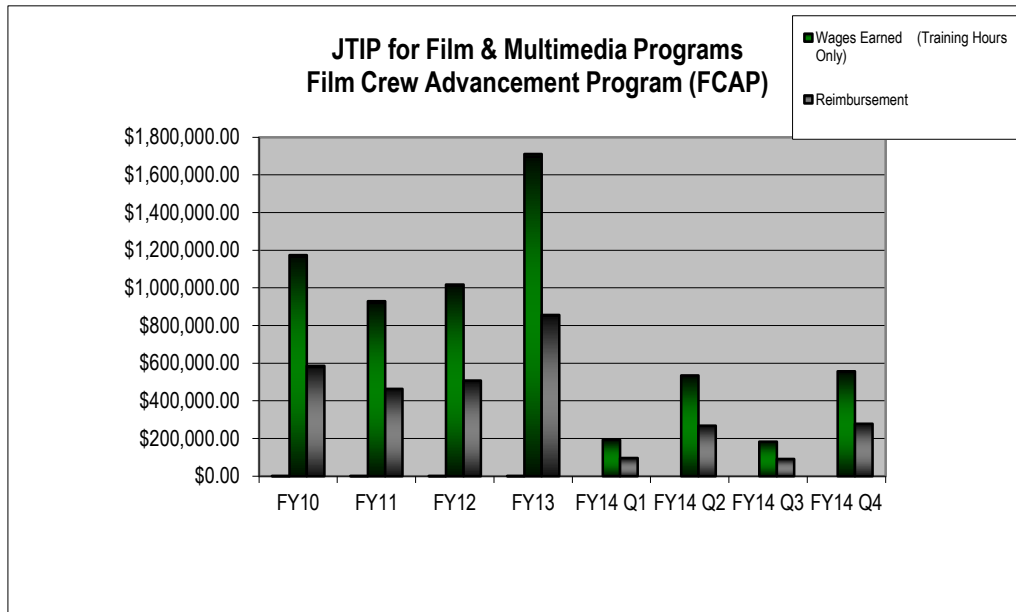
A. FCAP

JTIP for Film & Multimedia Programs:
Film Crew Advancement Program (FCAP)

FY10 - FY14

Film Crew Advancement Program

Fiscal Year	Number of Participating Companies	# of Job Positions	Wages Earned (Training Hours Only)	Reimbursement
FY10	11	81	\$ 1,173,563.06	\$ 586,781.53
FY11	15	79	\$ 928,683.18	\$ 464,341.59
FY12	13	94	\$ 1,017,012.72	\$ 508,506.36
FY13	20	140	\$ 1,711,219.82	\$ 855,609.91
FY14 Q1	2	26	\$ 194,195.94	\$ 97,097.97
FY14 Q2	7	64	\$ 534,957.74	\$ 267,478.87
FY14 Q3	2	22	\$ 183,407.24	\$ 91,703.62
FY14 Q4	4	26	\$ 557,436.58	\$ 278,718.29
Total:	74	532	\$ 6,300,476.28	\$ 3,150,238.14



Strategic Goal:

The Film Crew Advancement Program (FCAP) is intended to assist the development of New Mexico’s economy by providing reimbursement funds to film and multimedia production companies for the training of New Mexico residents working primarily in below-the-line (crew positions who perform duties related to the film's physical production) job positions for the preparation of continual employment in the industry.

Objective:

Implemented in 2004, this on-the-job training program focuses on New Mexico residents working in primarily technical industry positions. This program serves as an incentive for participating companies to provide more job opportunities. The program provides a 50% reimbursement of the qualified participants’ wages to the participating company for up to 1040

hours physically worked by the crewmember. Companies are approved by the Chairperson of the Job Training Incentive Program (JTIP) Board. The objective is to increase awareness and participation of this program.

Issues:

Funding is based on an annual legislative allocation to JTIP. A new database contractor is being considered to increase streamlined reporting.

Action Plan:

In addition to web-related marketing by the Sr. Manager of Workforce Development Programs, the NMFO's Sr. Manager of Production promotes FCAP during the pre-production meetings with companies planning to film in New Mexico.

The NMFO has seen an increase in production due to the amended incentive program which now targets television series creating a better training ground for both new and seasoned resident crew. The NMFO is reassessing the crew services available in NM (and out-of-state) which will help to streamline the training process and increase NMFO's training efforts as they are identified. This will also include emerging media services. NMFO anticipates expending more JTIP FCAP reimbursement funds within this fiscal year.

Policy amendments to JTIP for Film and Multimedia FCAP (NMAC 5.5.51) will add qualifying permanent emerging media companies to receive FCAP reimbursement funds. These companies will set up training, similar to internships for NM residents who are currently enrolled or have recently graduated (within one year) from a NM higher education institution that relates to emerging media or related industries. Amendments will be effective July 1, 2014. Additional, annual policy review will take place in FY15 to ensure program is reflecting industry trends.

Quarterly Results:

Q1 - Two (2) companies qualified for FCAP with twenty-six (26) New Mexico participants.

Operation Soundstage, a pilot program for resident military veterans, was announced by the Governor's Office this quarter and will be administered through FCAP. The multi-state agency partnership aims to increase the hiring and training of veterans and includes the New Mexico Film Office, the New Mexico Department of Veteran's Services and the New Mexico Department of Workforce Solutions.

Q2 - Seven (7) companies qualified for FCAP with sixty-four (64) New Mexico participants. The first orientation for veterans interested in the Operation Soundstage program took place in November in Albuquerque and had over sixty (60) attendees. The JTIP for Film and Multimedia administrative contract is being finalized for a contractor to begin work in the third quarter.

Q3 – Two (2) companies qualified for FCAP with twenty-two (22) New Mexico participants.

Q4 – Four (4) companies qualified for FCAP with twenty-six (26) New Mexico participants. The film office anticipates six (6) companies to participate in FY15 Q1 with an estimated thirty-eight (38) New Mexico participants.

B. PETP

JTIP for Film & Multimedia Programs: Pre-Employment Training Program (PETP)

Since FY10, twenty (20) interactive workshops and lectures have taken place with 366 New Mexico participants. Total reimbursement is \$95, 203.71.

Strategic Goal:

Pre-employment training program (PETP) is intended to furnish qualified manpower resources for the film and multimedia industry. Three (3) sub-programs exist: a.) workshops related to below-the-line crew positions needed for the physical production of film and television; b.) shadowing of those in above-the-line job positions who influence the creative direction of film and television projects; and, c.) emerging media training of New Mexico residents in positions related to digital technologies for the entertainment industry and entertainment-related industries.

Objective:

Implemented in 2006, the intention of PETP training workshops and lectures is to assist the development of New Mexico's economy by providing reimbursement funds to contractors facilitating short-term intensive courses, workshops or lectures that primarily relate to technical film and television job positions. Contractors are approved by the Chairperson of the Job Training Incentive Program (JTIP) Board.

Issues:

Funding is based on an annual legislative allocation to JTIP. A new database contractor is being considered to increase streamlined reporting.

Action Plan:

Solicit contractors for four (4) workshops per fiscal year to increase the employability and job opportunities for New Mexico crew on productions planning to film in-state. Annual policy review will take place in quarter four (4) to ensure program is reflecting industry trends.

The NMFO has seen an increase of production in NM due to the amended incentive program targeting television series which creates a better training ground for both new and seasoned resident crew. The division is reassessing the crew services available in NM (and out-of-state) which will help to streamline the training process and increase NMFO's training efforts as they

are identified. This will also include emerging media services. The division anticipates expending more JTIP PETP reimbursement funds this year. And, additional PETP lectures/workshops may be needed in FY15.

Quarterly Results: Although no workshops took place in the FY14, the film office anticipates holding workshops and lectures related to production accounting and 3-D printing in the first two quarters pf FY15. The NM Film & Media Industry Conference that took place in May 2014 also provided the opportunity to discuss training needs with local professionals.

Pre-Employment Training Program (PETP): Workshops & Lectures

Fiscal Year	Number of Workshops	# of Trainees	Reimbursement
FY10	9	198	\$ 58,675.19
FY11	3	33	\$ 9,122.46
FY12	4	55	\$ 17,371.97
FY13	4	80	\$ 10,034.09
FY14 Q1	0	0	\$ -
FY14 Q2	0	0	\$ -
FY14 Q3	0	0	\$ -
FY14 Q4	0	0	\$ -
Total	20	366	\$ 95,203.71

Corrective Action Plans:

None.

Appendix

New Mexico Economic Development Department						
FY14 Performance Measures and Targets	Target	Quarterly Results				Yearend Results
Division & Measure		1	2	3	4	
Office of the Secretary						
Number of jobs created due to economic development efforts	2,500	318	830	795	1,743	3,686
Number of rural jobs created	1,250	178	283	248	853	1,562
Number of urban jobs created	1,250	140	547	547	890	2,124
Administrative Services Division						
Percentage of vouchers accurately processed within 72 hours	75%	Annual Calculation				
Office of Business Advocacy						
Number of business advocacy cases opened	100	22	25	21	33	101
Number of business advocacy cases solved	45	17	14	22	14	67
Economic Development Division						
Number of jobs created through business expansions	600	64	451	458	465	1,438
Number of business expansions assisted	40	12	16	14	19	61
Number of rural located business expansions assisted	12	4	7	3	7	21
New Mexico Economic Development Partnership						
Number of jobs created through business relocations facilitated by the economic development partnership	1,700	20	270	124	860	1,624
Number of business relocations facilitated by the economic development partnership	9	1	3	4	3	13
Average annual cost per economic development partnership job created	\$518	Annual Calculation				\$573
MainStreet						
Number of communities participating in MainStreet	25	27	27	27	27	27
Number of jobs created by MainStreet	600	184	156	172	68	580
Dollars of private sector investment in MainStreet districts (in millions)	\$9	\$5,170,004	\$393,607	\$3,202,971	\$1,180,336	\$9,946,918
Number of new businesses in MainStreet districts	140	24	17	50	10	101
Number of building rehabilitations completed in MainStreet Districts	150	56	20	44	42	162
Financial Development Team						
Number of capital outlay projects funded	8	0	0	0	10	10
Number of businesses provided technical assistance resulting in a funding package and job creation	5	0	2	3	0	5
Community, Business, and Rural Development Team						
Number of communities certified through the certified communities initiative	36	23	23	23	23	23
Number of business retention and expansion surveys completed resulting in a positive outcome such as job creation, retention, or business financing	15	0	0	2	5	7
Number of community infrastructure projects moved to financing stage	5	0	0	0	3	3
Percentage of certified communities that complete community profiles and land & building inventories on NMEDD web site	100%	100%	100%	100%	100%	100%
Job Training Incentive Program						
Number of workers trained by the job training incentive program (JTIP)	1,000	64	82	693	516	1,355
Number of rural businesses participating in JTIP	8	4	3	1	5	13
Number of businesses participating in JTIP	28	13	12	13	19	46
Average annual cost per job training incentive program trainee*	\$4,600	\$11,239	\$11,237	\$5,788	\$6,266	\$6,579
Average hourly wage of jobs funded by JTIP	\$20	\$22.24	\$23.04	\$17.04	\$16.17	\$17.32
Percent of employees whose wages were subsidized by the job training incentive program still employed by the company after one year.	66%	Annual Survey				68%
Office of International Trade						
Number of new-to-export (NTE) clients identified and assisted	10	5	3	5	4	17
Number of existing exporters assisted in entering new markets	10	4	3	2	5	14
Number of international organization for standardization (ISO) trained businesses	15	0	0	4	0	4
Office of Science and Technology						
Number of jobs created by commercialization, energy, and high tech industries	100					
Film Office						
Number of media industry worker days	150,000	58,372	24,574	41,439	65,397	189,782
Direct spend by film and media industry productions in millions	\$225	\$37.0	\$22.6	\$44.7	\$57.8	\$162.1
Number of film and media projects made in New Mexico	60	13	17	16	15	61
Number of major film productions (total budget over one million) made in New Mexico	15	4	4	4	6	18
Office of Military Base Planning and Support						
Number of military units	10	Reportedly Annually				10
Number of community support organizations	8					8
Number of communities	8					8

*Greater than \$2,500 is a positive indicator of higher wages paid to the trainee

NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT FY14 COMPANIES ASSISTED IN CREATING NEW JOBS

First Quarter: July 1 through September 30, 2013

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
@Pay LLC	electronic payment technology	Albuquerque	7/12/2013	JTIP			7				7	
Plenish	private label skin care manufacturing	Taos	7/12/2013	JTIP				2				2
W Silver Recycling	metal recycling	Santa Teresa	7/22/2013	NMP		20						20
Twin Cities	logistics & distribution	Santa Teresa	7/22/2013	OFS		50						50
Ideum, Inc.	computer-based exhibits	Corrales	8/9/2013	JTIP				5				5
MSDSPro, LLC	chemical management software	Rio Rancho	8/9/2013	JTIP			1					1
JackRabbit Systems, Inc.	online travel services	Santa Fe	9/13/2013	JTIP			6					6
Lavu, Inc.	restaurant point of sale software	Albuquerque	9/13/2013	JTIP			10					10
CTS Electronic Components	electronic component manufacturing	Albuquerque	9/13/2013	JTIP			3					3
Knockout Mtl Wrx, LLC	precision machining	Albuquerque	9/13/2013	JTIP			2					2
P4Q USA	electronics manufacturing	Albuquerque	9/13/2013	JTIP			13					13
Qynergy Corporation	new technology R&D	Albuquerque	9/13/2013	JTIP			1					1
Leprino Foods	mozzarella cheese processor	Chaves County	9/13/2013	JTIP				13				13
PPC Solar	solar system installation	Taos	9/13/2013	JTIP				1				1
MainStreet (see report in Appendix)											97	87
TOTALS FOR 1ST QUARTER					0	70	43	21	0	0	140	178

Second Quarter: October 1 through December 31, 2013

Canon IT	customer service center	Albuquerque	10/7/2013	OFS	150							150
AGPower	biomethane production	Dexter	10/18/2013	NMP		20						20
Leprino Foods	cheese processing	Roswell	10/18/2013	CBRDT				13				13
Stewart Industries	aircraft salvage and recycling	Roswell	10/18/2013	NMP				50				50
Dean Baldwin Painting	aircraft painting	Roswell	10/18/2013	CBRDT				100				100
Prime Therapeutics	pharmacy management services	Albuquerque	10/18/2013	JTIP			47					
Blue Heron Tap Room	brewery expansion	Espanola	11/1/2013	FDT				3				3
xF Technologies	biomass fuel production	Albuquerque	11/27/2013	JTIP			1					1
nanoMR	medical device development	Albuquerque	11/27/2013	JTIP			3					3
CustomerCentrix	web software development	Albuquerque	11/27/2013	JTIP			3					3
Qynergy Corporation	new technology R&D	Albuquerque	11/27/2013	JTIP/Internship			2					2
ClosedWon LLC	web technology development	Albuquerque	11/27/2013	JTIP			2					2
General Dynamics Information Tech	back office support	Las Cruces	12/2/2013	NMP			200					200
Duel Brewing	brewery expansion	Santa Fe	12/1/2013	FDT			3					3
Titan Aerospace Holdings	UAS manufacturing	Moriarty	12/13/2013	JTIP				11				11
FRST Inc.	design and manufacture UAS	Alamogordo	12/13/2013	JTIP				1				1
Ultramain Systems, Inc.	integrated logistics software	Albuquerque	12/13/2013	JTIP			10					10
Cummins Natural Gas Engines	engine design & manufacturing	Clovis	12/13/2013	JTIP				2				2
Eclipse	aviation manufacturer	Albuquerque	12/20/2013	OFS	100							100
MainStreet (see quarterly report)											73	83
TOTALS FOR 2ND QUARTER					250	20	271	180	0	0	547	283

MID-YEAR TOTALS					250	90	314	201	0	0	687	461
Third Quarter: January 1 through March 31, 2014												
Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Lowes Home Centers, Inc.	customer service center	Albuquerque	1/10/2014	JTIP			123				123	
Solaro Energy, Inc.	solar-powered product manufacturer	Socorro	1/10/2014	JTIP				5				5
YFAB LLC	sheet metal duct manufacturer	Albuquerque	1/10/2014	JTIP			6				6	
ClosedWon LLC	web application development	Albuquerque	1/10/2014	JTIP			4				4	
TriLumina Corporation	semiconductor laser manufacturer	Albuquerque	1/10/2014	JTIP			2				2	
Cyrq Energy	geothermal power generation	Animas	1/15/2014	OFS						8		8
CoroWare Technologies	mobile robotics & business intelligence	Alamogordo	1/16/2014	OFS		8						8
Bostan Research	UAV component design & manufacture	Alamogordo	1/16/2014	OFS		25						25
DHF Technical Products	sheet, wire & casting grain for jewelry mfg	Rio Rancho	2/13/2014	NMP	50						50	
Praxair, Inc.	liquid nitrogen producer	San Juan County	2/27/2014	OFS				6				6
ERO Resources	mechanical services for railroads	Santa Teresa	3/6/2014	NMP		50						50
Transmaritime	logistics	Santa Teresa	3/6/2014	NMP		15						15
Stagecoach Cartage & Distribution LP	logistics and distribution	Santa Teresa	3/6/2014	NMP		9						9
Santa Fe Aero Services	aircraft maintenance	Santa Teresa	3/6/2014	OFS				20				20
Vitality Works	health & dietary products manufacturer	Albuquerque	3/19/2014	OFS			50				50	
Alliance Data Retail Services	customer care center	Rio Rancho	3/20/2014	OFS			200				200	
HT MicroAnalytical, Inc.	micro witch & sensor manufacturer	Albuquerque	3/21/2014	JTIP			1				1	
National Water Services	manufactures water purification systems	Santa Fe	3/21/2014	JTIP			2				2	
Ultramain Systems, Inc.	aviation systems software developer	Albuquerque	3/21/2014	JTIP			4				4	
xF Technologies	biofuel additive for gasoline manufacturer	Albuquerque	3/21/2014	JTIP			7				7	
Bendix King	avionics manufacturer	Albuquerque	3/21/2014	JTIP			28				28	
MainStreet (see quarterly report)											70	102
TOTALS FOR 3RD QUARTER					50	107	427	31	0	8	547	248
Fourth Quarter: April 1 through June 30, 2014												
Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
PPC-Virginia	information technology	Albuquerque	4/11/2014	JTIP			3				3	
P4Q USA	electronics manufacturer	Albuquerque	4/11/2014	JTIP			10				10	
NM Consortium	scientific laboratory	Los Alamos	4/11/2014	JTIP			1				1	
AerSale	aircraft maintenance & component mfg.	Roswell	4/11/2014	JTIP				21				21
Ideum, Inc.	animation graphics	Corrales	5/9/2014	JTIP				7				7
National Water Services	water systems manufacturing	Santa Fe	5/9/2014	JTIP			1				1	
Still Solutions	information technology	Albuquerque	5/9/2014	JTIP			1				1	
Vitality Works, Inc.	liquid herbal manufacturer	Albuquerque	5/9/2014	JTIP			5				5	
Spa Enrichment Strategies LLC	private-label cosmetic manufacturer	Albuquerque	5/9/2014	JTIP			2				2	
Rangeland Energy LLC	integrated oil systems	Loving	5/14/2014	NMP		50						50
CertoPlast	automotive wire harness tape manufacturer	Las Cruces	5/17/2014	NMP	100						100	
Union Pacific	intermodal container facility	Santa Teresa	5/28/2014	OFS		600						600
Raytheon Dine Warehouse	missile systems development	Navajo Nation	5/30/2014	FDT				2				2
Fidelity Employer Services	financial services	Albuquerque	6/6/2014	OFS			258				258	
Franco Whole Foods	tortilla producer/food processing	Las Cruces	6/9/2014	OFS	160						160	
CN Wire	wire production & distribution	Santa Teresa	6/12/2014	MVEDA	300						300	
PreCheck Inc.	investigation services	Alamogordo	6/12/2014	JTIP				40				40
Neptune Aviation Services	airtanker industry	Alamogordo	6/13/2014	JTIP				5				5
Lavu, Inc.	point-of-sale software development	Albuquerque	6/13/2014	JTIP			8				8	
Santa Fe Spirits	distillery	Santa Fe	6/13/2014	JTIP			1				1	
CAaNES LLC	computational intelligent security	Albuquerque	6/13/2014	JTIP			4				4	
Compass Components	wire harness manufacturing	Deming	6/13/2014	JTIP				14				14
Prime Therapeutics LLC	pharmacy benefits management services	Albuquerque	6/13/2014	JTIP			32				32	
Performance Maintenance Inc.	industrial cleaning services	Espanola	6/17/2014	OFS				50				50
MainStreet (see quarterly report)											4	64
TOTALS FOR THE 4TH QUARTER					560	650	326	139	0	0	890	853
YEAR-END TOTALS					860	847	1067	371	0	8	2,124	1,562

*Relocations are companies moving from another state; Expansions are New Mexico companies creating jobs; Start-Ups are companies getting started in New Mexico

New Mexico Economic Development Department						
Historical Performance Results						
<i>Division & Measure</i>	FY2009	FY2010	FY2011	FY12	FY13	FY14
Office of the Secretary						
Number of rural & urban jobs created	4,570	2,763	1,922	2,684	3,093	3,686
Number of rural jobs created	1,641	1,446	958	1,542	1,440	1,562
Number of urban jobs created	2,929	1,317	964	1,142	1,653	2,124
Office of Business Advocacy						
Number of business advocacy cases opened					75	101
Number of business advocacy cases solved					58	67
New Mexico Partnership						
Number of jobs created through business relocations facilitated by the Economic Development Partnership (EDP)	2,225	767	499	657	244	1,624
Number of company relocations (NMEDP)	7	6	6	6	6	13
Average annual cost per EDP job created				\$913	\$2,582	\$573
Economic Development Division						
Jobs created by business expansions	554	626	498	605	553	1,438
Number of business expansions	42	49	40	35	57	61
Number of urban business expansions	36	36	32	25	40	40
Number of rural business expansions	6	13	8	10	17	21
New Mexico MainStreet						
Jobs created by MainStreet*	549	681	598	592	529	580
Number of communities participating in MainStreet	24	23	22	23	23	27
Dollars of private sector investment in MainStreet districts	\$9.2M	\$37.8M	\$9.3M	\$11.2M	\$22.7M	\$9.90
Number of new businesses in MainStreet districts	190	113	140	133	102	101
districts	117	170	167	141	86	162
Community, Business and Rural Development Team						
Number of certified communities	39	40	38	36	23	23
Job Training Incentive Program (JTIP)						
Number of workers trained by JTIP	1,469	1,181	613	1,015	844	1355
Number of rural companies participating in JTIP	6	9	5	9	16	13
Number of businesses participating in JTIP	44	35	34	32	49	46
Average annual cost of JTIP trainee	\$8,057	\$10,145	\$5,468	\$4,600	\$7,910	\$6,579
Average wage of jobs funded through JTIP	\$18.24	\$22.43	\$18.74	\$16.30	\$18.46	\$17.32
Office of International Trade						
Number of new-to-export clients identified and assisted					9	17
Number of existing exporters assisted in entering new markets					14	14
Film Office						
Number of media industry worker days	162,190	142,524	181,366	143,046	216,461	189,782
Direct spend by film and media industry productions in millions	\$260.2	\$206.4	\$276.7	\$224.6	\$213.7	\$162.1
Number of films & media projects principally photographed in New Mexico	89	109	96	61	53	61
Number of major film productions made in NM (\$1M+)				14	21	18

**Detailed in MainStreet report; **Calculated annually*

To: Barbara Brazil, Deputy Cabinet Secretary/NMEDD
Elizabeth Davis, Research Director/NMEDD

From: Steve Vierck, President and CEO/NMP

Date: July 15, 2014

Subject: New Mexico Partnership Fourth Quarter Report FY2013-14 Report

It was a strong fourth quarter of Fiscal Year 2013-14 with three locates and 860 jobs. The prospect pipeline continued to grow as reflected in each of the "Pipeline" metrics - leads, qualified prospects, and site visits which all exceeded annual performance metrics.

Sales Missions:

Four successful sales missions were taken during the quarter to the following regions with the number of meetings with corporations and site consulting firms indicated. Regional economic development groups participating in the sales missions included Mesilla Valley Economic Development Alliance (MVEDA) and Cibola Communities EDC.

- Chicago(9)
- Cleveland/Detroit/Ontario(10)
- New York and New Jersey(7)
- New England(11)

Trade Shows/Industry Conferences:

It was a very busy quarter for NMP participation in trade shows/industry conferences with the following events. Community and regional EDC participation was high:

- CPV-10 Solar - Albuquerque
- ICMI ACCE(customer service centers) – San Diego
- AUVSI(unmanned vehicles) – Orlando
- Global Petroleum – Calgary
- BIO(life sciences) – San Diego

Participating New Mexico EDC's included MVEDA, Alamogordo-Otero County EDC, Chaves County EDC, Estancia Valley EDC, 4 Corners EDC, EDC of Lea County, Gallup EDC, Clovis EDC, Albuquerque ED, and the City of Albuquerque.

Updated sales sheets on New Mexico's advantages for Unmanned Vehicles, Life Sciences and Energy were developed.

Social Media:

Newsworthy items including trade show information and company announcements were periodically posted on social media channels LinkedIn, Facebook, and Twitter.

Website:

Major progress was made on the major website overhaul and upgrade.

Prospect Data Base:

Continued monthly progress was made on an important NMP objective to improve our lists of industry-specific contacts. NMP contractor Jack Allston/JBA and Associates delivered monthly listings of companies within target sectors which have been integrated into sales missions and trade show meeting lists. California and Illinois small-to-mid-sized manufacturers were included.

NMP contractor Global Perspectives Integrated continued to expand and refine for potential recruitment the lists of maquila suppliers as well as west Texas companies whose leases are nearing completion.

Research:

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

Communication:

The annual Strategic Planning session was held in Santa Fe June 3 to discuss the Partnership's marketing results, needs and opportunities and to provide input to sharpen the FY2014-15 Marketing Plan. It was well-attended by local and regional EDC's, NMEDD and NMP board members and staff.

Top Prospect reports were updated monthly. Quarterly prospect review calls were held with EDC's. Meetings on at least a monthly basis were held with senior NMEDD staff to review prospect status.

Private Sector Fundraising:

An annualized total of \$80,000 has been raised thus far under three year commitments with an additional \$15,000 in annualized in-kind contributions.

4th Quarter Results:

Leads: 132

Prospect Recruitment Opportunities (PRO's): 11

Site Visits: 5

Locates: 5

Project Duct Tape (Certoplast) – 100 jobs/Las Cruces

Project Union (Union Pacific) – 600 jobs/Santa Teresa

Project Tortilla (Franco Whole Foods) – 160 jobs/Las Cruces

CN Wire – 300 jobs/Las Cruces

Rangeland Energy – 50 jobs/Lea County

Total Jobs: 1,210 (650 rural)

NM Partnership FY14 Locates

Q1	W. Silver Recycling	20
Q2	AGPower	20
	Stewart Industries	50
	General Dynamics	200
Q3	Stagecoach	9
	DHF	50
	Transmaritime	15
	ERO	50
Q4	Union Pacific	600
	Rangeland Energy	50
	CN Wire	300
	Franco Whole Foods	160
	CertoPlast	100
		<hr/>
		1,624

New Mexico MainStreet Quarterly Report Matrix
April - June 2014

Community	1A No. of Businesses Added	1B No. of Businesses Lost	1C No. of Net New Businesses	2 No. of Private Business Expansions	3 No. of Private Building Rehabs	3A No. Receiving Design Asst.	4 Private Reinvestment (2+3)	5 No. of Public Sector Improvements	6 Public Sector Improvement Dollars	7 No. of Public/ Private Projects	8 Public/ Private Project Dollars	9 No. of New Bldgs.
Artesia		1	-1		2		\$249,949					
Barelas	1	1	0		3		\$60,000					
Belen			0		1		\$40,000					
Carlsbad	1		1		3		\$52,800					
Clayton			0					1	\$300,000			
Clovis			0	2	5		\$267,000					
Corrales			0									
DAT - Abq	2	1	1		1		\$12,000					
Deming	2	3	-1							3	\$19,045	
Farmington			0									
Gallup			0									
Grants	1		1									
Harding County			0		1		\$900					
Las Cruces			0									
Las Vegas			0		1		\$20,000					
Los Alamos	3	1	2		4		\$99,008	3	\$268,141			
Lovington	2		2	1	2		\$13,000	4	\$662,031			
Nob Hill - Abq	7	4	3									
Portales			0	1				2	\$891,090			1
Raton	1	1	0	1	2		\$25,000	2	\$5,250			
Roswell			0	1				1	\$3,000	2	\$5,500	
Silver City	1		1		7		\$137,529					
South Valley	1	1	0									
Taos	2		2	1	1		\$18,000	1	\$5,200			
T or C	1	2	-1		5		\$31,150	1	\$5,000			
Tucumcari			0		2		\$153,500	1	\$12,000			
Zuni			0		2		\$500					
TOTALS	25	15	10	7	42	0	\$1,180,336	16	\$2,151,712	5	\$24,545	1
			1	2	3	3A	4	5	6	7	8	9
			No. of Net New Businesses	No. of Private Business Expansions	No. of Private Building Rehabs	No. Receiving Design Asst.	Private Reinvestment (2+3)	No. of Public Sector Improvements	Public Sector Improvement Dollars	No. of Public/ Private Projects	Public/ Private Project Dollars	No. of New Bldgs.

10	11A	11B	11C	12A	12B	12C	12D	13A1	13A2	13B1	13B2	14A
New Building Dollars	No. of Jobs Added	No. of Jobs Lost	Net New Jobs	No. of Public Sector Grants	Public Sector Grant Dollars	No. of Private Sector Grants	Private Sector Grant Dollars	No. of Special Events	Special Event Direct Profit Dollars	No. of Promotions	Promotions Direct Profit Dollars	No. of Housing Units Rental
		1	-1					2		1		
	2	6	-4									
			0					1		1	\$6,000	
	10		10					2		1		
			0									
	1		1					2	\$4,300			
			0					1	\$9,000	2		
	6	4	2									
	4	11	-7			1	\$3,000	2				
			0					7	\$2,000			
			0									
	3		3					1	\$1,278	2	\$220	
			0									
			0					6	\$30,327			
			0	3	\$60,999			1				
	24	1	23									
	4		4	3	\$25,000	1	\$30,000	11	\$10,700			
	23	7	16	1	\$11,000	1	\$1,000	1				
\$1,200,000			0	6	\$1,014,750					2		
	3	1	2			2	\$16,000	5	\$2,617			
	8		8					1		1		
	5		5					1	\$2,000	1	\$50	
	1	2	-1	1	\$3,280			4				
	15	5	10					4		1		
	1	4	-3	1	\$8,000			3		1	\$1,015	
			0			1	\$5,000					
			0					1	\$2,392			
\$1,200,000	110	42	68	15	\$1,123,029	6	\$55,000	56	\$64,614	13	\$7,285	0
10			11	12A	12B	12C	12D	13A	13B	13C	14A	14B
New Building Dollars			Net New Jobs	No. of Public Sector Grants	Public Sector Grant Dollars	No. of Private Sector Grants	Private Sector Grant Dollars	No. of Special Events	Special Event Direct Profit Dollars	No. of Promotions	Promotions Direct Profit Dollars	Housing Units Rental

14A	15	16A	16B
No. of Housing Units Owner	Volunteer Hours	Buildings Purchased	Bldg Purch Price (\$)
	90		
	412		
	290		
	110		
	282		
	764	1	\$75,000
	262		
	456	3	
	733		
	158		
	276		
	944		
	231		
	330	2	\$600,000
	892		
	1549	2	\$280,000
	456		
	73	1	\$35,000
	767		
	368		
	119		
	80		
	499		
	166		
	136	2	\$130,000
	549		
0	10,992	11	\$1,120,000
14C	15	16A	16B
No. of Housing Units Owner	Volunteer Hours	Buildings Purchased	Bldg Purch Price (\$)

Frontier Community Initiative Outcomes FY 14

Report from New Mexico MainStreet

Carrizozo – The New Mexico Tourism Department worked with NMMS Promotions Program Associate Robyne Beaubien for Image Development, and NMMS Program Associate in Economic Positioning, Keith Kjelstrom, in Market Dynamics, Business Opportunities to assist local leaders with target businesses and strategy for the town’s commercial district. NMMS Urban Design Program Associate Charlie Deans has provided initial streetscape schematics as part of a revitalization plan including pedestrian safety, pedestrian lighting and other commercial district street design improvements to the community for the planned resurfacing of Highway 54, which includes Carrizozo’s main street. Elmo Baca, NMMS program Associate in Cultural and Historic Properties, provided on-site consultation on the potential of rehabilitation for their movie theater made out of adobe. Heather Barrett, NMMS consultant in historic properties and districts, will follow up with an historic district nomination for the commercial district.

Performance Outcome: Phase one streetscape schematics for use by the community and NMDOT complete. Consultation with HPD and NMDOT ongoing for Phase 2. They have developed a regional tourism coop with Capitan, Lincoln and Tularosa. Pre-branding and marketing in first stage development. Carrizozo part of NM Tourism’s True campaign. State Historic District nomination by mid-year FY15.

Market Value for Technical Assistance: \$69,000

Columbus – NMMS Design Program Associate, William Powell, worked with community representatives and Luna County to design new restrooms, a sitting wall and park benches and a redesign of the gazebo for the historic plaza area. Conceptual design drawings were presented to the community, elected officials and county to seek funding. The community was debating whether to rebuild the gazebo with volunteers.

Performance Outcome: Community leaders have Phase 1 complete and presented finished scale design concepts were presented to Town Council and they are looking to secure funding for each project.

Market Value for Technical Assistance: \$18,000

Hurley – Working with community leaders and the Southwest Council of Governments, NMMS Urban Design Program Associate Charlie Deans developed a Place-making revitalization plan for their main commercial district – Cortez Avenue. Plans included a

direct entryway from the state highway to the commercial district as well as pedestrian safety measures, lighting, sidewalk improvements and other amenities needed within a village commercial district. Utilizing the streetscape concepts, the Southwest Council of Governments is pursuing funding for the street improvements.

Performance Outcome: Community leaders have first phase conceptual design schematics finished to seek funding for architecture and engineering of the street.

Market Value for Technical Assistance: \$35,000

Lordsburg – With some resources left from the first round of community selection, Lordsburg was awarded Frontier status in late spring 2014. They are working on a revitalization plan including the Motel Drive streetscape revitalization and restoration. The plan is being worked on in conjunction with the municipality and the Southwestern Council of Governments. Estimated completion is late summer.

Performance Outcome: First Phase conceptual design work and initial cost estimates for the phased project to assist the community in securing ICIP listing and future funding.

Market Value for Technical Assistance (estimated): \$40,000

Madrid – NMMS Program Associate in Economic Positioning, Keith Kjelstrom, provided assistance with the development of a business plan for sustainable operation of the community internet and business development center. NMMS Design Program Associate William Powell provided technical assistance for the purchase and rehab of a building for a community center. The community currently operates a facility that requires expansion and upgrades.

Performance Outcome: In the midst of NMMS' work, Santa Fe County announced they are looking at building a new community facility. Recommendations to Santa Fe County were to combine the internet business development center with the proposed Senior/Community Center rather than a new stand-alone facility.

Market Value for Technical Assistance: \$4,500

Moriarty – Working with the town of Moriarty, The Route 66 Association and NMDOT, NMMS Design Program Associate William Powell, NMMS Urban Design consultant Charlie Deans, and the UNM School of Architecture and Planning, developed way-finding from the interstate to the historic Route, traffic calming schematics for the off-interstate Moriarty exit from I-40 onto Historic Route 66 including traffic calming and landscaping. Three revitalization areas along the historic corridor were identified.

Performance Outcome: Implementation of the upgraded design work is waiting for scheduling with NMDOT. Two areas including an old historic trading post and a historic Horn Oil Co. gas station have been revitalized. McCune Foundation contributed a grant to fund Route 66 Art murals along the highway. NMMS Program Associate in Organization assisted the Route 66 Association in filing for their non-profit, IRS designation as a 501c3.

Market Value for Technical Assistance: \$40,000

Village of Santa Clara - Through the collaborative efforts of NMMS Marketing consultant, Gary Cascio, and Urban Design Program Associate, Charlie Deans, working with Village leaders and the Southwestern Council of Government, a new branding and way-finding system was developed for the historic mining village's commercial district.

Performance Outcome: Way-finding conceptual design work is complete. SWCOG is developing a funding source to implement the project.

Market Value for Technical Assistance: \$25,000

Wagon Mound – Will receive a façade squad to renovate three downtown commercial buildings along Railroad Avenue. William Powell, Program Associate in design, is working with community leaders and elected officials to move the project forward. Because of the unseasonal weather this spring the actual work will take place in late June or early July.

Performance Outcome: Wagon Mound has received a \$3,700 grant from the Historic Preservation Division, and a \$2,500 grant from the Friends of New Mexico MainStreet for supplies and materials for the façade squad.

Market Value for Technical Assistance (estimated): \$18,000

**JTIP Quarterly Report
FY14 - 4th Quarter**

April

Company	Obligated	Jobs	RPH	City	County	Rural	Urban	Cost/Trainee	Begin Date	Co. Type
Project Performance Company, LLC	94,501.00	3	47.57	Albuquerque	Bernalillo		x		4/11/2014	Location
Fidelity Employer Services	1,346,990.00	258	16.29	Albuquerque	Bernalillo		x		4/12/2014	Expansion
Canon IT Services	88,373.00	29	13.68	Albuquerque	Bernalillo		x		4/13/2014	Expansion
P4Q USA	32,640.00	10	12.70	Albuquerque	Bernalillo		x		4/14/2014	Expansion
NM Consortium	6,000.00	1	15.63	Los Alamos	Los Alamos		x		4/15/2014	Expansion
AerSale	174,226	21	20.02	Roswell	Chaves		x		4/16/2014	Expansion
Total	1,742,730	322	16.48					5,412.20		

May

Company	Obligated	Jobs	RPH	City	County	Rural	Urban	Cost/Trainee	Begin Date	Co. Type
CN Wire Corporation	537,626	79	14.47	Santa Teresa	Dona Ana	x			5/9/2014	Location
Ideum, Inc.	147,101	7	28.62	Corrales	Bernalillo	x			5/9/2014	Expansion
National Water Services, Inc.	15,692	1	26.50	Santa Fe	Santa Fe		x		5/9/2014	Expansion
Still Solutions, Inc.	16,241	1	24.43	Albuquerque	Bernalillo		x		5/9/2014	Expansion
Vitality Works, Inc.	46,803	5	20.65	Albuquerque	Bernalillo		x		5/9/2014	Expansion
Spa Enrichment Strategies, LLC	18,952	2	17.00	Albuquerque	Bernalillo		x		5/9/2014	Expansion
Total	782,415	95	16.12					8,235.95		

June

Company	Obligated	Jobs	RPH	City	County	Rural	Urban	Cost/Trainee	Begin Date	Co. Type
Neptune Aviation Services	86,617	5	22.65	Alamogordo	Otero	x			6/13/2014	Expansion
Lavu, Inc.	39,366	8	17.29	Albuquerque	Bernalillo		x		6/13/2014	Expansion
Santa Fe Spirits	3,760	1	11.50	Santa Fe	Santa Fe		x		6/13/2014	Expansion
PreCheck, Inc.	236,450	35	12.00	Alamogordo	Otero	x			6/13/2014	Expansion
CAaNES, LLC	101,452	4	41.70	Albuquerque	Bernalillo		x		6/13/2014	Expansion
Compass Components	89,512	14	12.50	Deming	Luna	x			6/13/2014	Expansion
Prime Therapeutics, LLC	151,010	32	15.00	Albuquerque	Bernalillo		x		6/13/2014	Expansion

Total	708,167	99	15.20					7,153.20		
Repeat Participant										

	Obligation	Companies	Jobs	Ave. Wage	Rural	Urban	Cost per Trainee
Total FY13 -4th Quarter	\$ 3,233,312.00	19	516	\$ 16.17	5	14	\$ 6,266