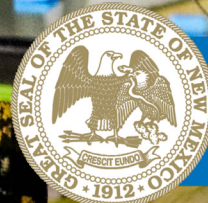


# NEW MEXICO

## Birthplace Of Innovation



**EDD**  
ECONOMIC DEVELOPMENT DEPARTMENT

# 州長 Governor Michelle Lujan Grisham



*Governor Michelle Lujan Grisham*

- **32nd governor of the state of New Mexico**  
新墨西哥州第32任州長。
- **Implemented evidence-based policies to transform public education and expand the economy to include more high-quality job opportunities.**  
實施循證政策，旨在改變新墨西哥州的公共教育體系與擴大經濟，以創造更多高品質的就業機會。
- **Signed broad package of landmark early learning education bills into law and instituted a free college tuition program for New Mexicans.**  
簽署一系列學齡前教育法案，並將其通過成法律，且為新墨西哥州民實施大學免學費計畫。
- **Elected to the U.S. Congress in 2011, serving three terms in Washington, D.C.**  
2011年入選美國國會，在華盛頓特區任職三屆。
- **Supported local tribes, equal pay for women, public schools, public lands, and veterans' health care**  
努力支持當地原住民部落、女性同工同酬、公立學校、公共土地和退伍軍人的醫療保健。
- **Born in Los Alamos, New Mexico**  
出生於新墨西哥州洛斯阿拉莫斯市 (Los Alamos)。
- **Undergraduate and law degrees from the University of New Mexico**  
新墨西哥大學法律系畢業。
- **12th-generation New Mexican, mother of two and grandmother of three**  
第12代新墨西哥人，為兩個小孩的母親及三個孫子的祖母。



## Why New Mexico

- **Excellent Location & Transportation Infrastructure**
  - 1-day by truck to/from Arizona, Colorado, Kansas, Oklahoma, Texas, and Utah
  - 2-days by truck to/from California
  - 24 hours by train to Los Angeles, Long Beach, and Houston ports
- Dry, Moderate Climate – no extreme weather events to halt production
- Low Taxes
- Low Cost of Living
- Productive Workforce
- Competitive Wages
- Competitive Electric Prices – no tax on electricity and natural gas used for manufacturing
- Cash grants to offset building and infrastructure costs
- Job training reimbursement funds

## 新墨西哥州的優勢

- 優越的地理位置和交通建設
  - 一日卡車往/返 亞利桑那州、科羅拉多州 堪薩斯州、奧克拉荷馬州、德克薩斯州和猶他州
  - 二日卡車抵達加州（美國卡車一日最多行駛8小時）
  - 火車24小時內送達洛杉磯/長灘/休士頓港口
- 乾燥舒適的氣候，沒有極端天氣，低自然災害風險
- 低稅金
- 低生活開銷
- 高度排名，富有成效的工作團隊
- 具有競爭力的工資
- 工業用電價格比美國平均水平低18%
- 具有競爭力的電價：製造的用電及天然氣免稅
- 提供建廠成本的現金補助
- 優渥的 工作訓練補貼基金

# Connectivity

Albuquerque, N.M. – where I-25 meets I-40

- I-25 runs north/south
- I-40 runs east/west
- Major trade routes
- US coast-to-coast
- Mexico to Canada

Connectivity by Railroad: BNSF and Union Pacific

# 交通連接

阿布奎基, 新墨西哥州 – 州際公路 I-25 與 I-40 交會處

- I-25 南北走向, 連接墨西哥及加拿大
- I-10/I-40 東西走向, 連接美國大西洋岸至太平洋岸
- 皆為美國主要貿易路線

為伯靈頓北方聖太菲鐵路運輸公司(BNSF)和聯合太平洋鐵路公司(Union Pacific)的主要樞紐



# The Borderplex

Comprised of Las Cruces/Doña Ana County, El Paso, Texas and the City of Juarez, Mexico.

The Santa Teresa/San Jeronimo Port of Entry

42 miles south of Las Cruces (connection to Interstate 25)

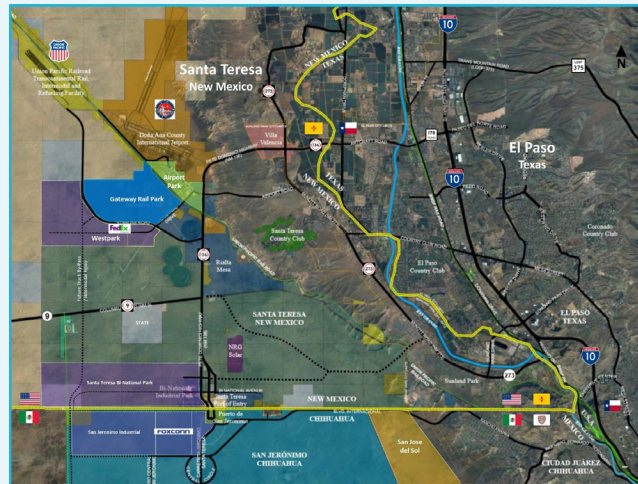
- 20 minutes from downtown El Paso
- 12 miles to Interstate 10 (coast to coast highway)
- Open 6 a.m. – 8 p.m. for commercial traffic (until 10pm for residential)
- Average wait time is 30–40 minutes
- Access to more than 300 companies in Juárez

Overweight Cargo Zone – only border state that allows overweight Cargo from Mexico to enter and unload in a 12-mile radius:

- Up to 96,000 lbs.
- 18 feet in width

Union Pacific (UP)

- Sunset Route connects the Borderplex to the ports of Long Beach and Houston.
- The Intermodal ramp is a 2,200-acre facility, 12 miles long and one mile wide, and includes fueling stations.



# 新墨西哥州的邊境

(涵蓋新墨西哥州的拉斯克魯塞斯/唐納安納郡、德州的埃爾帕索和墨西哥的華瑞茲城)

聖特雷莎 (Santa Teresa)/聖杰羅尼莫 (San Jeronimo)入境關口

- 拉斯克魯塞斯 (Las Cruces) 以南42英里
- 距埃爾帕索 (El Paso) 市中心20分鐘路程
- 距離10號州際公路12英里
- 商業交通開放從早上6點至晚上8點 (居民交通開放至晚上10點)
- 平均等待通關時間約 30–40分鐘
- 可以與超過300家墨西哥華瑞茲城的公司往來

超重貨物區 – 只有在美墨邊境上的州允許能在距離邊境半徑12英里範圍內進入和卸載來自墨西哥的超重貨物：最多96,000磅及18英尺寬

聯合太平洋鐵路公司(Union Pacific)

• 聖特雷莎工業區藉由日落路線 (Sunset Route)銜接加州長灘和德州休斯頓港口

• 在聖特雷莎工業區的複合轉運站佔地2,200英畝，長12英里，寬1英里，並設有加油站

# Foreign Trade Zone (FTZ)

Doña Ana County and Albuquerque Sunport

Benefits of Foreign Trade Zones:

- Operations can be anywhere in Albuquerque and adjacent communities
- No duties/quota charges on re-exported goods
- Deferred customs duties and federal excise taxes on imports
- Streamlines Customs Processes
- Foreign and domestic held exports exempt from state and local inventory taxes
- Avoid or defer import tariffs

# 自由貿易區(FTZ)

新墨西哥州內有唐娜安娜郡 (Doña Ana) 的197號自由貿易區 及 阿布奎基國際機場的110號自由貿易區

- 再出口貨物不徵收關稅/配額費
- 對進口的遞延關稅和聯邦貨物稅
- 簡化海關流程
- 對國內外出口的產品免徵收州和地方存貨稅
- 延遲或避免進口關稅

可以在阿布奎基和鄰近城市的任何地方進行營運



# Demographics

New Mexico = 2.1 million people

- median age = 39
- 17.5 persons per square mile

Culturally Diverse

- 50% Hispanic
- 11% Native American

Borderplex Population = 2.4 million

Las Cruces/Doña Ana County

Total Population	221,508
Age 15 – 34 years	71,180
Age 35 – 54 years	47,304
55 and over	60,602

El Paso

Total Population	867,247
Age 15 – 34 years	267,701
Age 35 – 54 years	204,245
55 and over	178,295

Source: U.S. Census Bureau

Cd. Juárez (City of Juarez)

Total Population	1,321,004
Age 15 – 34	513,300
Age 35 – 54	415,210
55 and over	199,170

Source: US Census Bureau and Statista.com

# 人口統計

新墨西哥州 = 兩百萬人口

- 中間年齡 = 39歲
- 每平方英里17人

文化多樣性

- 50% 西班牙裔
- 11% 美洲原住民

邊境人口 = 240萬人

拉斯克魯塞斯 (Las Cruces)

總人口	221,508
年齡15 – 34	71,180
年齡35 – 54	47,304
年齡55以上	60,602

埃爾帕索 (El Paso)

總人口	867,247
年齡15 – 34	267,701
年齡35 – 54	204,245
年齡55以上	178,295

資料來源: U.S. Census Bureau

華雷斯城 (Cd. Juárez)

總人口	1,321,004
年齡15 – 34	513,300
年齡35 – 54	415,210
年齡55以上	199,170

資料來源: US Census Bureau and Statista.com



# Doing Business

## New Mexico = Profitable Place to Do Business

- Maximum corporate income tax rate = 5.9%
- Maximum personal income tax rate = 5.9%
- Lowest state sales tax rate:

New Mexico	4.875%
Arizona	5.6%
California	7.25%
Texas	6.25%

- No inventory tax
- No tax on property-in-transit through the state or warehoused for delivery out-of-state
- No gross receipts (sales) tax on consumables used in manufacturing, including electricity and natural gas
- No intangible property tax
- No tax on real estate transactions

## Favorable electricity costs:

	Residential	Commercial	Industrial
New Mexico	13.89	10.99	5.91
Arizona	14.28	12.23	7.67
California	31.22	24.32	19.37
Texas	14.2	8.89	6.74

(Cents per kWh); Source: Energy Information Administration, June 2023.

# 經商

## 新墨西哥州 = 有利的經商環境

- 企業所得稅最高 = 5.9%
- 個人所得稅最高 = 5.9%
- 各州銷售稅最低:

新墨西哥州	4.875%
亞利桑那州	5.6%
加州	7.25%
德州	6.25%

- 不徵收庫存稅
- 對於通過該州或存放在該州倉庫但在州外交付的物業運輸不課稅
- 不徵收總收入(銷售)稅在製造業使用的消耗品, 包括電力和天然氣
- 不徵收無形財產稅
- 不徵收房地產交易稅

## 有利的電費成本:

	住宅	商業	工業
新墨西哥州	13.89	10.99	5.91
亞利桑那州	14.28	12.23	7.67
加州	31.22	24.32	19.37
德州	14.2	8.89	6.74

資料來源: Energy Information Administration. 數據: 2019. 04 (Cents per kWh)



# Workforce Wages

	New Mexico	Arizona	California	Texas
Electrical, Electronic & Electromechanical Assemblers				
	\$15.75	\$19.20	\$20.97	\$17.49
Structural Metal Fabricators				
	\$22.04	\$20.01	\$23.88	\$22.37
Computer-Controlled Machine Tool Operators				
	\$18.75	\$21.52	\$22.94	\$19.29
Cutting, Punching & Press Machine Setters, Operators				
	\$17.23	\$18.59	\$21.54	\$17.88
Machinists				
	\$23.90	\$24.35	\$24.56	\$23.43
Welders, Cutters, Solderers & Brazers				
	\$24	\$22.42	\$24.54	\$23.16
Metal workers & plastic workers				
	\$16.72	\$21.49	\$18.57	\$17.52
Cutters & Trimmers, Hand				
	N/A	\$17.17	\$16.32	\$13.14
Inspectors, Testers, Sorters				
	\$21.43	\$22.83	\$22.28	\$19.29

Source: U.S. Department of Labor, Bureau of Labor Statistics, Occupational Employment & Wage Statistics

Lowest unemployment insurance tax of the 4 border states. Ranked 9th nationally.

# 勞動力工資 (時薪)

	新墨西哥州	亞利桑那州	加州	德州
電氣、電子和機電裝配業				
	\$15.75	\$19.20	\$20.97	\$17.49
金屬製品業				
	\$22.04	\$20.01	\$23.88	\$22.37
電腦機床操作員				
	\$18.75	\$21.52	\$22.94	\$19.29
切割、沖壓和壓力機操作員				
	\$17.23	\$18.59	\$21.54	\$17.88
機械工程師				
	\$23.90	\$24.35	\$24.56	\$23.43
焊接工				
	\$24	\$22.42	\$24.54	\$23.16
金屬工人和塑料工人				
	\$16.72	\$21.49	\$18.57	\$17.52
手工切割工人				
	N/A	\$17.17	\$16.32	\$13.14
檢查員, 測試員和排序員				
	\$21.43	\$22.83	\$22.28	\$19.29

資料來源: U.S. Department of Labor Bureau of Labor Statistic Occupational Employment & Wage Statistics

失業給付保險稅為全美第9低, 為四個邊境州中最低



# Tax Incentives

High Wage Jobs Tax Credit – 8.5% of the wages & benefits

Rural Jobs Tax Credit

- \$1000 tax credit for each new job for 2–4 years
- Applied to taxes due on (state) gross receipts, corporate income, or personal income tax

Consumables Gross Receipts (Sales) Tax for Manufacturers

- Consumables used in the process of manufacturing a product may be deducted from gross receipts tax
- Includes electricity, fuels, water, manufacturing aids and supplies

Investment Tax Credit – Tax savings of 4.875% on manufacturing equipment

# 高薪資職位稅收抵免

稅收抵免薪資和福利的8.5% (上限為\$12,750美元)

郊區工作稅額抵免

- 農村社區每個新工作的稅收抵免\$1,000美元/人
- 適用於營業稅、公司收入或個人所得稅的應繳稅款。

製造業的耗材稅收減免

- 製造產品所衍生的費用皆可抵稅 (包括電力、燃料、水、製造輔助設備和用品)

投資稅收抵免

- 稅收抵免總收入、補償或預扣所得稅相當於購買的合格設備價值的4.875%



# Getting Here

## Albuquerque International Sunport

- Serves the northern half of the state
- 9 carriers
- Non-stop flights to 20+ cities

## El Paso International Airport

- Serves the southern half of the state
- Direct flights to 14 cities
- 7 carriers

Both airports have Foreign Trade Zones (FTZ)

# 如何到達新墨西哥州

## 阿布奎基國際機場

- 服務新墨西哥州的北半部
- 9家航空公司
- 直達20+個城市的航班

## 埃爾帕索國際機場

- 服務新墨西哥州的南半部
- 7家航空公司
- 直飛14個城市的航班

兩個機場附近皆有自由貿易區 (FTZ)



Doing Business in New Mexico

在新墨西哥州成立公司



Companies Expanding to the Borderplex

在邊境擴展公司



Foreign Direct Investment

境外直接投資

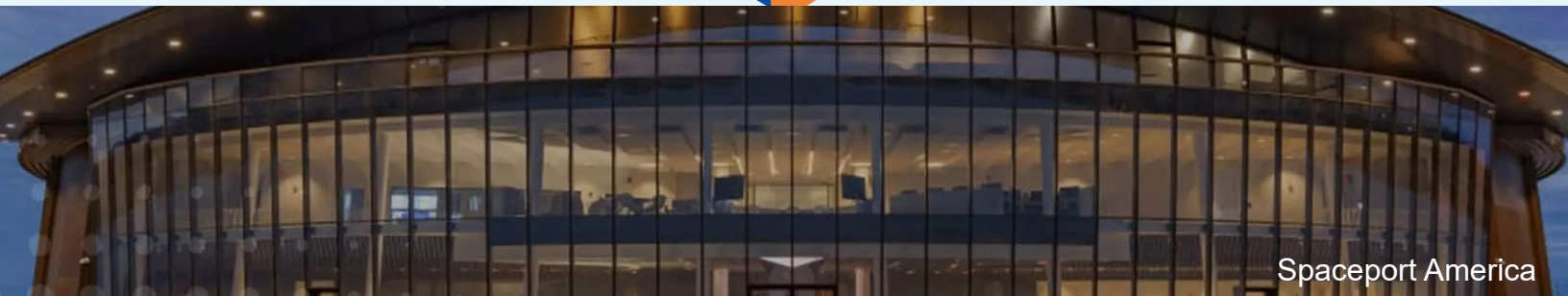


GALACTIC

SIEMENS



ADMIRAL  
CABLE



Spaceport America

# Target Growth Industries

1. Aerospace
2. Biosciences
3. Cybersecurity
4. Film & Television
5. Global Trade
6. Green & Sustainable Energy
7. Intelligent Manufacturing
8. Outdoor Recreation
9. Value-Added & Sustainable Agriculture

# 目標發展行業

1. 航太產業
2. 生物科學
3. 網路安全
4. 影視產業
5. 全球貿易
6. 綠色與永續能源
7. 智慧製造
8. 戶外休閒娛樂
9. 增值農業和永續農業





Photo by Silver City Artist Jay Hemphill

