

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/Dofia 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
年齡35 – 54	204,245
年齡55以上	267,701

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

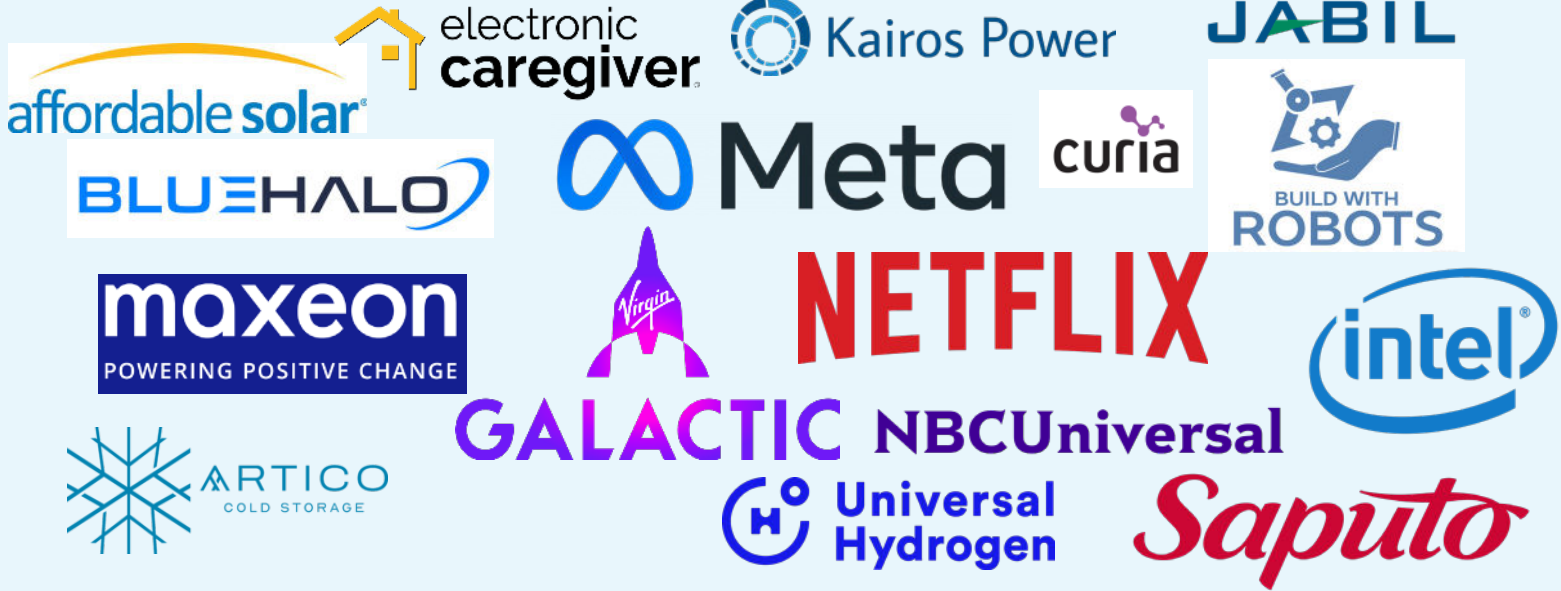
- 服務新墨西哥州的南半部
- 7家航空公司
- 直飛14個城市的航班

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

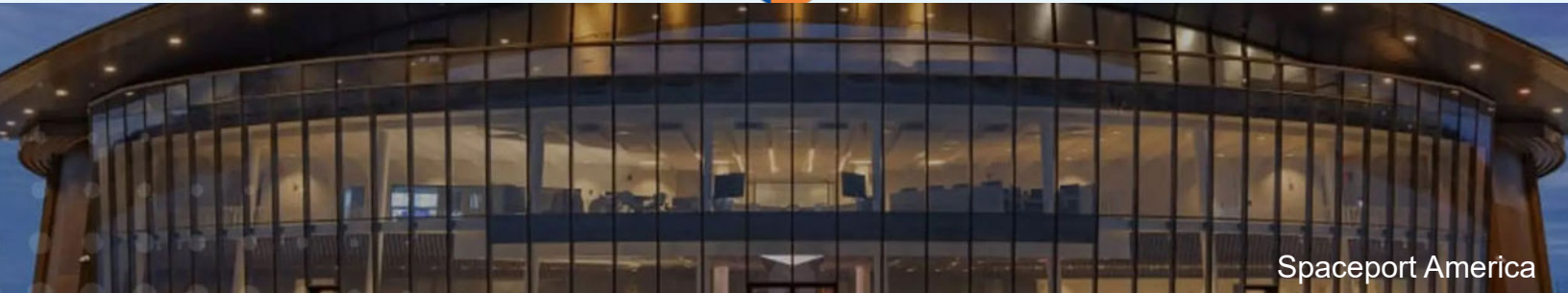


GALACTIC

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



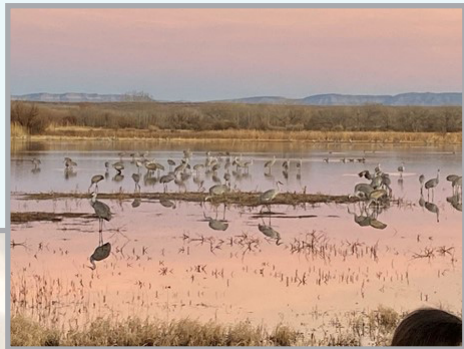


Photo by Silver City Artist Jay Hemphill

