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FY26 QUARTER #1 PERFORMANCE REPORT

Economic Development Department



AGENCY PROGRAMS

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ECONOMIC DEVELOPMENT DEPARTMENT

Agency Mission: To improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive.

Agency Goals/Objectives: Facilitate wealth creation: earnings & investment; improve economic opportunities for New Mexicans; focus on rural communities; diversify the economy.

Office of the Secretary

Program Description, Purpose, and Objectives: The Office of the Secretary (OFS) leads the agency by setting goals, objectives, and policies. The OFS works with the Executive and Legislature to identify and secure new resources and enhance existing programs. OFS also administers the contract with the New Mexico Economic Development Corporation, or Partnership. Programs within OFS include marketing and communications, the State Data Center, Economists, and General Counsel.

Program Budget (in thousands):

FY25	General Fund	Other State Funds	Federal Funds	Other Transfers	TOTAL	FTE
200	\$2,772.0				\$2,772.0	27
300	\$1,025.5				\$1,025.5	
400	\$ 727.3				\$ 727.3	
TOTAL	\$4,524.8				\$4,524.8	

Program Performance Measures:

1. Number of jobs created due to economic development department efforts
2. Number of rural jobs created due to economic development department efforts
3. Average wage of jobs created due to economic development department efforts
4. Wages for jobs created in excess of prevailing local wages
5. Federal grant dollars awarded as a result of economic development department efforts
6. Number of jobs created through business relocations facilitated by the economic development partnership
7. Number of company visits for projects managed by the economic development Partnership
8. Number of potential recruitment opportunities submitted by the economic development partnership

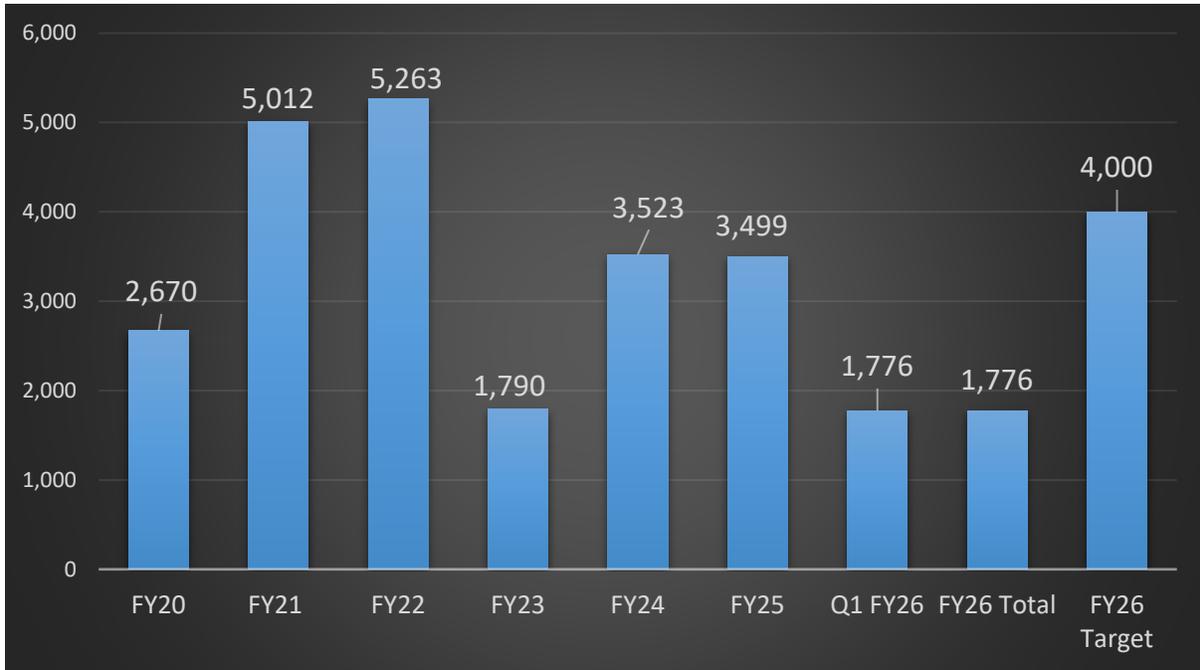
PERFORMANCE MEASURE #1

Number of jobs created due to economic development efforts

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
5,012	5,263	1,790	3,523	3,499	1,776				1,776	4,000

Graph of Data Above



MEASURE DESCRIPTION: The total number of jobs created by the businesses assisted by a program of the Economic Development Department.

DATA SOURCE/METHODOLOGY: The businesses report the number of new jobs created through an agreement signed with the program(s) utilized. Examples include JTIP contracts and LEDA project participation agreements (PPAs). Jobs are *not* counted twice for companies that receive assistance from both JTIP and LEDA.

STORY BEHIND THE DATA: Twenty-six companies were assisted in creating jobs during the first quarter of FY26: Rolling Still Distillery, Spiritus Technologies PBC, Pacific Fusion, Navitas Global, Project Jupiter, Kairos Power, AmfabSteel, Hoonify Technologies, KiloNewton, Paseo Pottery, Robocasting Enterprises, Tumbleroot Brewing, Franklin Mountain Packaging, Quantinum, Redwire Space, Valkyrie Machining, BlackVe, Century Sign Builders, YEEO Eco-Safe, UbiQD, Admiral Cable, BiltWise Structures of New Mexico, Humble Brands, Oro LLC, RefractAR, and Turquoise Skies.

IMPROVEMENT ACTION PLAN: N/A

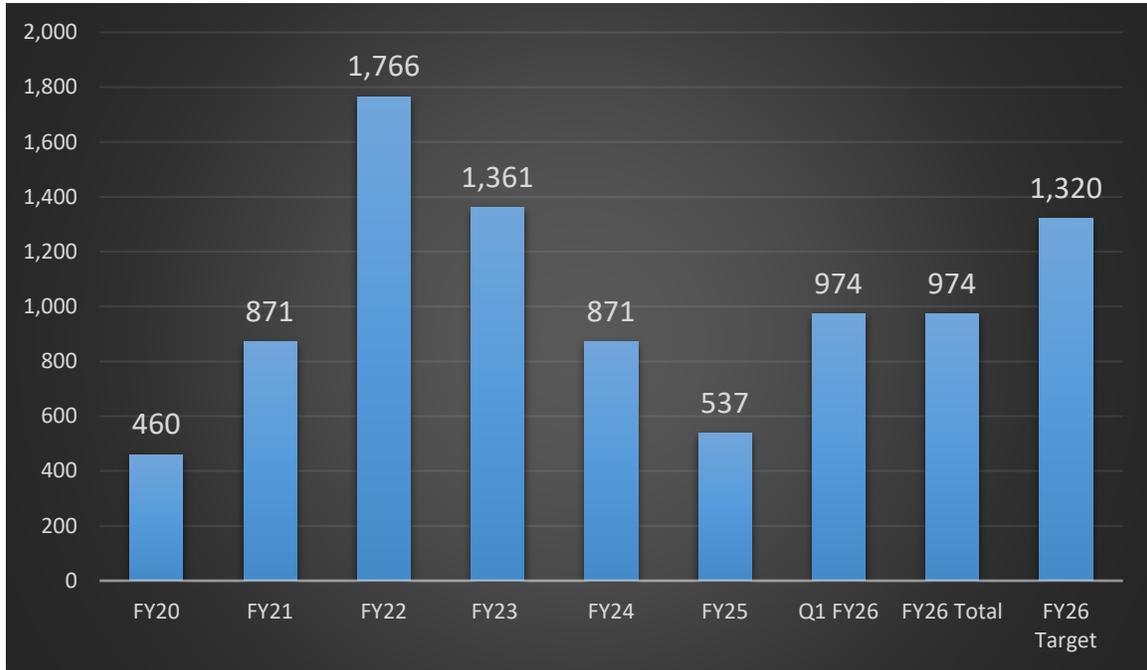
PERFORMANCE MEASURE #2

Number of rural jobs created due to economic development department efforts

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
871	1,766	996	871	537	974				974	1,320

Graph of Data Above



MEASURE DESCRIPTION: Number of jobs created by companies assisted by an economic development department program located in a rural community.

DATA SOURCE/METHODOLOGY: The businesses report the number of new jobs created through an agreement signed with the program(s) utilized. Examples include JTIP contracts and LEDA project participation agreements (PPAs). Jobs are *not* counted twice for companies that receive assistance from both JTIP and LEDA.

STORY BEHIND THE DATA: Nine companies were assisted in creating 974 rural jobs in the first quarter of FY25:

- Rolling Still Distillery, Taos, 26 jobs
- Spiritus Technologies PBS, Nambe, 40 jobs
- Navitas Global, Portales, 31 jobs
- Project Jupiter, rural Dona Ana County, 750 jobs
- AmfabSteel, Inc., Bernalillo, 35 jobs
- Franklin Mountain Packaging, Santa Teresa, 47 jobs
- Admiral Cable, Inc., Santa Tera, 12 jobs
- Humble Brands Inc., Taos, 1 job
- Oro LLC, Santa Teresa, 32 jobs

IMPROVEMENT ACTION PLAN: N/A

PERFORMANCE MEASURE #3

Average wage of jobs created due to economic development department efforts

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
\$61,347	\$56,503	\$56,684	\$87,838	\$97,705				\$97,705	\$50,000

MEASURE DESCRIPTION: The average wage of jobs created due to the economic development department efforts associated with the LEDA and JTIP.

DATA SOURCE/METHODOLOGY: The data for this performance measure comes from two separate sources. The first, for JTIP, comes from the approved jobs for Q1 FY26. The second source, for LEDA, comes from the deals that have been finalized during the same period. To calculate the average wage of jobs created due to economic development department efforts, EDD takes a weighted average for all hires and the associated hourly wage.

STORY BEHIND THE DATA: The average wage for jobs created due to efforts by EDD does not include the wages or jobs associated with call centers.

IMPROVEMENT ACTION PLAN: N/A

PERFORMANCE MEASURE #4

Wages of jobs created in excess of prevailing local wages

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
\$18,179	\$13,630	\$6,001	\$31,522	\$48,738				\$48,738	\$7,500

MEASURE DESCRIPTION: Measuring the wages created by EDD, against the average three-year wage for the counties where projects occurred.

DATA SOURCE/METHODOLOGY: The data for this performance measure comes from three separate sources. The first, for JTIP, comes from the approved jobs for Q1 FY26 and the approved wages for those positions. The second source, for LEDA, comes from the deals that have been finalized during Q1 FY26 and the shared wage information from the companies. The final data source is the average wage for counties in New Mexico. This information comes from the QCEW or quarterly census of employment and wages (published by the US BLS). To compare the wages for jobs EDD has created versus the current average prevailing wages of the county, EDD takes the number of hires, by county, as well as the associated hourly wage and multiplies those hires by the average prevailing county wage. Then we determine the difference between what the number of hires would have made, on average, versus what they will make. Then, by dividing the sum of the difference by the total number of hires we are able to see the contrast between the average prevailing county wage and the positions EDD helped create.

STORY BEHIND THE DATA: The wages for jobs created in excess of prevailing local wages does not include the wages or jobs associated with call centers.

IMPROVEMENT ACTION PLAN: N/A

PERFORMANCE MEASURE #5

Federal grant dollars awarded as a result of economic development department efforts

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY 26 Total	FY26 Target
\$2.9M	\$22.29M	\$450,000	\$64.4M	\$0					\$250,000

MEASURE DESCRIPTION: Federal grant dollars awarded to NM communities, organizations, and companies as a result of economic development efforts.

DATA SOURCE/METHODOLOGY: Results are reported by team members and tracked at the division level.

STORY BEHIND THE DATA: No relevant federal grant dollars were awarded in the first quarter of FY26.

IMPROVEMENT ACTION PLAN:

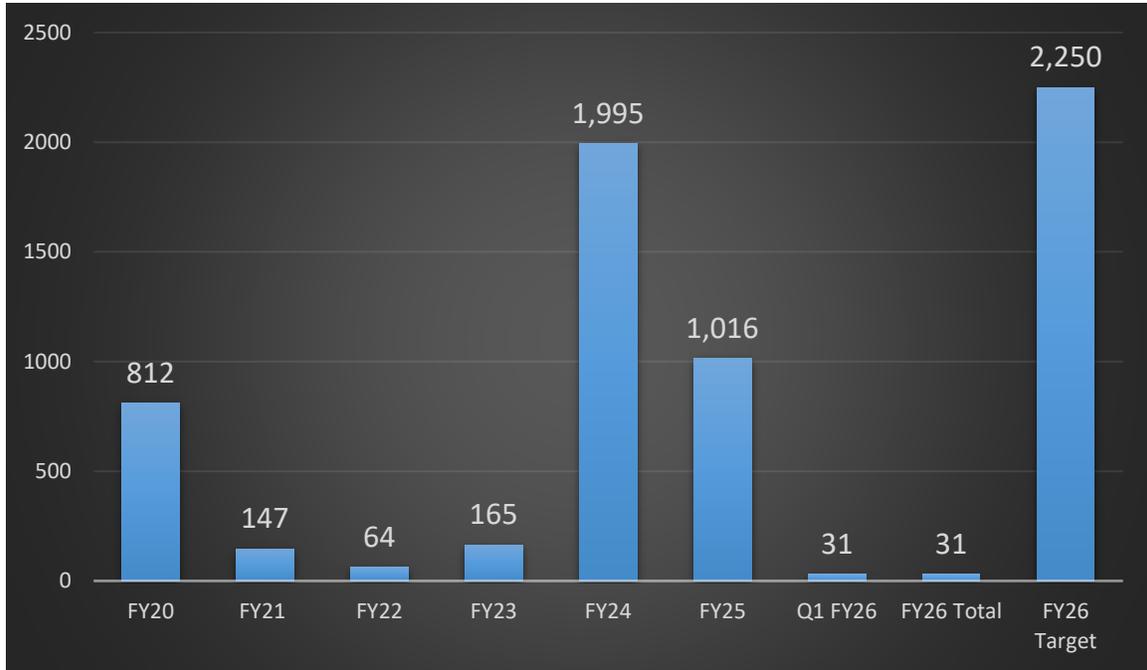
PERFORMANCE MEASURE #6

Number of jobs created through business relocations facilitated by the NMP

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
147	64	165	1,995	1,016	31				31	2,250

Graph of Data Above



MEASURE DESCRIPTION: The creation of economic base jobs in New Mexico from successful out of state recruitments or competitive expansions where New Mexico has competed with other geographies for the retention of the company and its expanded jobs.

DATA SOURCE/METHODOLOGY: Total number of jobs expected to be created by the new company within 3 to 5 years of operations in New Mexico or the immediate number of new jobs created by a competitive expansion of a local company.

STORY BEHIND THE DATA: 31 jobs were counted in this quarter for one project: Project Portales-CL (Navitas Global).

IMPROVEMENT ACTION PLAN: There are several projects that we hope to announce in the next year. We had a significant number of site visits in this quarter, which typically means the projects are progressing towards being ready to make a final selection and announce the project. We had two projects that were supposed to announce but the projects decided to not move forward due to federal/global politics and policies.

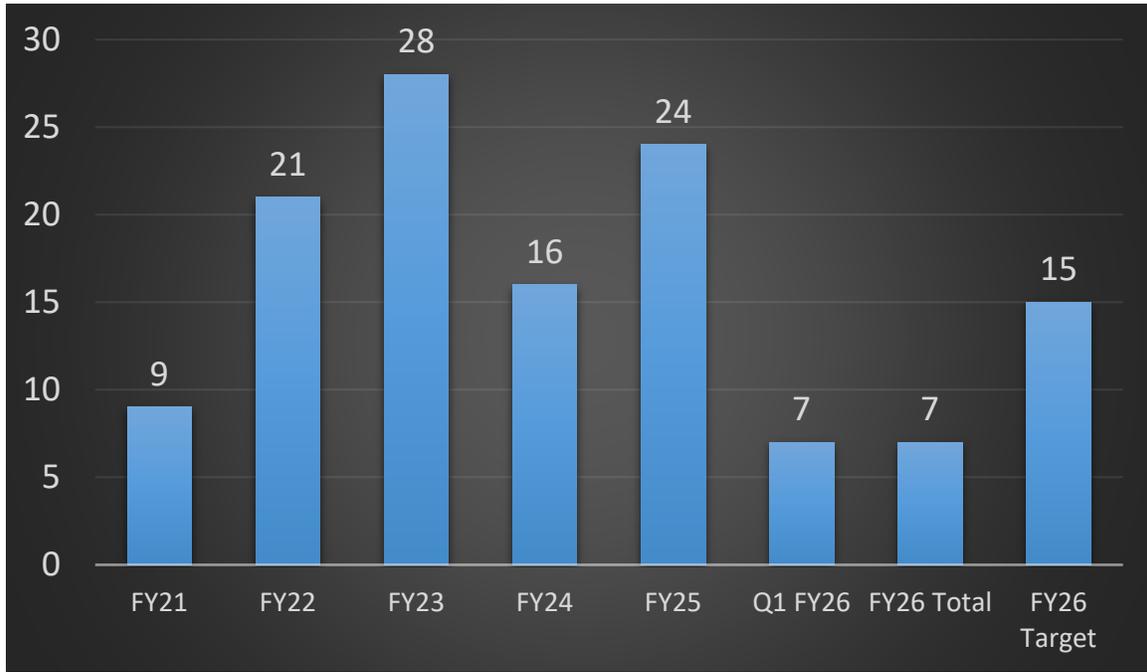
PERFORMANCE MEASURE #7

Number of company visits to New Mexico for projects managed by the NMP

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
9	21	28	16	24	7				7	15

Graph of Data Above



MEASURE DESCRIPTION: A site visit is a physical visit from the prospective company to the community(ies) of interest. Sites visits are typically conducted prior to a company selecting New Mexico.

DATA SOURCE/METHODOLOGY: Directly measured as companies physically come to New Mexico to investigate specific sites. Only the first site visit is recorded, all other subsequent site visits from the same company are not included in these totals.

STORY BEHIND THE DATA: There were 7 site visits this quarter. July (2): Project Expo, Project Spacebuild. August (3): Anode, Glow, Veoware, Spark, and Glare. September (2): Mattor Group, 40-Under-2025.

IMPROVEMENT ACTION PLAN: We are very close to being on target with the number of site visits for the year and are nearly halfway to the annual goal number. There were several projects that had second or third visits, which do not count to our totals, but do require significant time and effort on the staff's part. The second quarter of the year has a larger number than normal planned site visits which should help us catch up and exceed the number of planned site visits for the entire year.

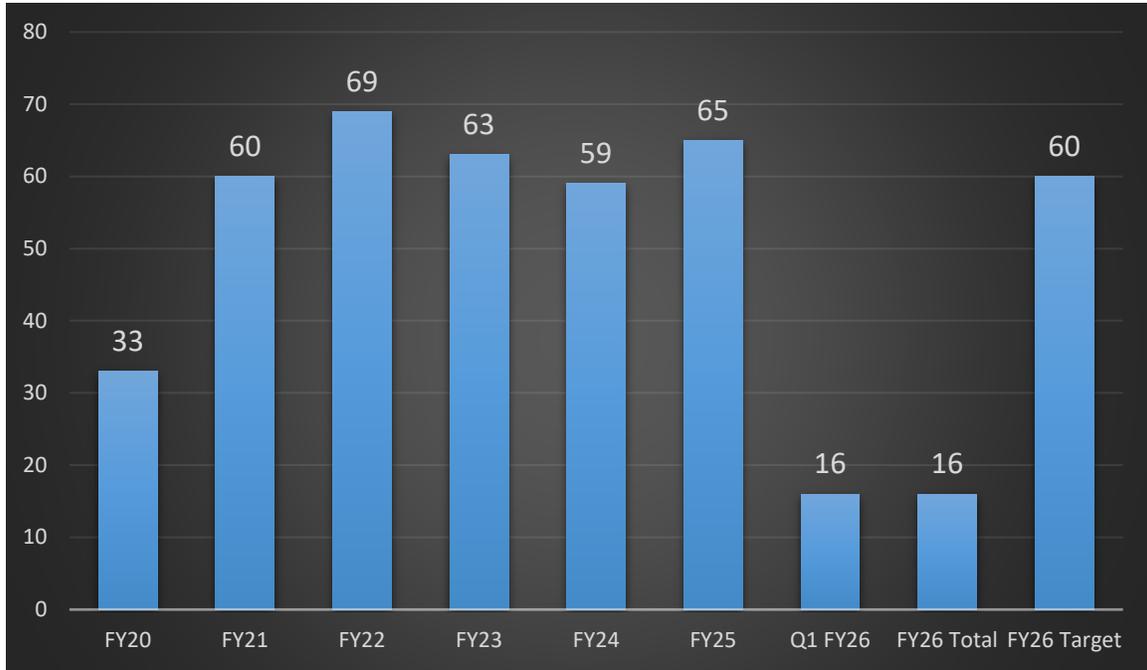
PERFORMANCE MEASURE #8

Number of potential recruitment opportunities (PROs) submitted by the Partnership

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY65	FY26 Total	FY26 Target
60	69	63	59	65	16				16	60

Graph of Data Above



MEASURE DESCRIPTION: A “prospective company” is a business that has identified specific real estate (if applicable) and labor requirements, has expressed specific interest in a potential New Mexico site, and expects to conclude their site selection process within twenty-four months.

DATA SOURCE/METHODOLOGY: Directly measured as companies or their advisors engage with the Partnership.

STORY BEHIND THE DATA: There were 16 PROs for the quarter. July (5): Hydra, Ignis, Eye Sky, Kovach, America. August (5): Cliff, Nitricity, Diablo, Catalyst, Glare. September (6): Pearls, Innovation Hub, Robot Factory, Stop, Eye/Icicle, Prospective Gas.

IMPROVEMENT ACTION PLAN: On track to meet annual target, currently at 26% of goal after Q1.

Economic Development Division (EDD)

Program Description, Purpose and Objectives: The Economic Development Division (EDD) assists New Mexico businesses and communities through its six key programs and professional staff. EDD’s programs include the New Mexico MainStreet program, which includes the Arts & Cultural Districts (ACD) program, the Frontier & Native American Communities Initiative and the Historic Theatres Initiative; the Community, Business and Rural Development Team (CBRDT), which administers the Local Economic Development Act (LEDA) closing fund, the Local Economic Assistance Development & Support (LEADS) grants, the Business Retention & Expansion (BRE) program, the Certified Economic Development Organization (EDO) program, and FUNDIT, in addition to being home to the Tribal Liaison; the Job Training Incentive Program (JTIP), which includes Step-Up and NM 9000 Certification Training; the Office of Strategy, Science & Technology, which administers the Small Business Startup Grant and the SBIR/STTR Matching Grant and oversees the Technology Research Collaborative (TRC); and the Office of International Trade, which includes Foreign Direct Investment.

OBJECTIVES:

- Enhance business retention and expansion efforts within each region by identifying each economic base company and developing relationships with each.
- Provide education and training to local economic development organizations and leadership within each region.
- Create thriving places in New Mexico by increasing economic vitality through revitalization and Creative Placemaking and supporting property redevelopment initiatives.
- Enhance awareness of the Job Training Incentive Program (JTIP) among prospective companies to increase participation in rural areas and the number of first-time program participants.
- Increase the level of Foreign Direct Investment into New Mexico by conducting outreach activities in identified target countries.
- Deploy LEDA funding to attract capital investment and job creation in communities.
- Provide education and outreach to ensure that New Mexico technology-based companies are well equipped to pursue new sources of capital and reach their potential.

Program Budget (in thousands):

FY25	General Fund	Other State Funds	Federal Funds	Other Transfers	TOTAL	FTE
200	\$3,535.8		\$530.7		\$4,066.5	29
300	\$1,711.0		\$1,313.2		\$3,024.2	
400	\$8,803.2		\$400.0		\$9,203.2	
TOTAL	\$14,050.0		\$2,243.9		\$16,293.9	

Program Performance Measures:

1. Number of private sector dollars leveraged by each dollar through LEDA
2. Number of jobs created through the use of LEDA funds
3. Average wages in excess of cost per job for projects funded through the Local Economic Development Act (LEDA)
4. Dollars of private sector investment in MainStreet districts, in millions
5. Number of building rehabilitations assisted by the MainStreet program
6. Number of workers trained by JTIP
7. Average hourly wage of jobs funded by JTIP
8. Average wages in excess of cost per job for projects funded through the Job Training Incentive Program (JTIP)
9. Foreign Direct Investment in New Mexico as a result of Office of International Trade efforts, in millions

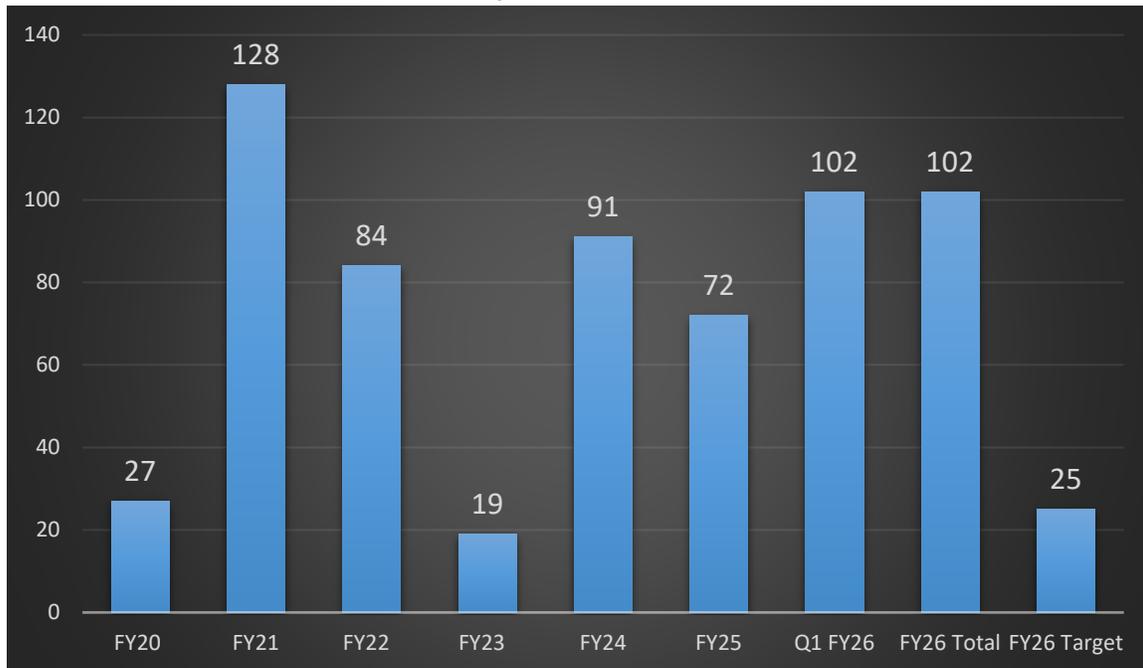
PERFORMANCE MEASURE #1

Number of private sector dollars leveraged by each dollar through LEDA

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
128	84	19	91	72	102					25

Graph of Data Above



MEASURE DESCRIPTION: The ratio of private sector dollars invested in a LEDA project to the level of LEDA dollars invested.

DATA SOURCE/METHODOLOGY: Investment amounts are detailed in the project participation agreement, which is signed and affirmed by the company.

STORY BEHIND THE DATA: There were five LEDA projects announced in Q1.

Company	Jobs	Private Investment	LEDA Commitment
Rolling Still Distillery	26	1,250,000.00	50,000.00
Spiritus Technologies PBC	40	11,400,000.00	500,000.00
Pacific Fusion	200	1,000,000,000.00	9,000,000.00
Navitas Global	31	<u>42,000,000.00</u>	<u>800,000.00</u>
		\$1,054,650,000.00	\$10,350,000.00

Private investment of \$1,054,650,000/LEDA investment of \$10,350,000 =102

In addition to the LEDA projects listed above, Project Jupiter will invest \$165 billion in private capital and create 750 new high-wage jobs. Instead of traditional LEDA investment, this monumental project will benefit from the LEDA GRT Share. See narrative below in Performance Measure #2 for more detail.

IMPROVEMENT ACTION PLAN: N/A

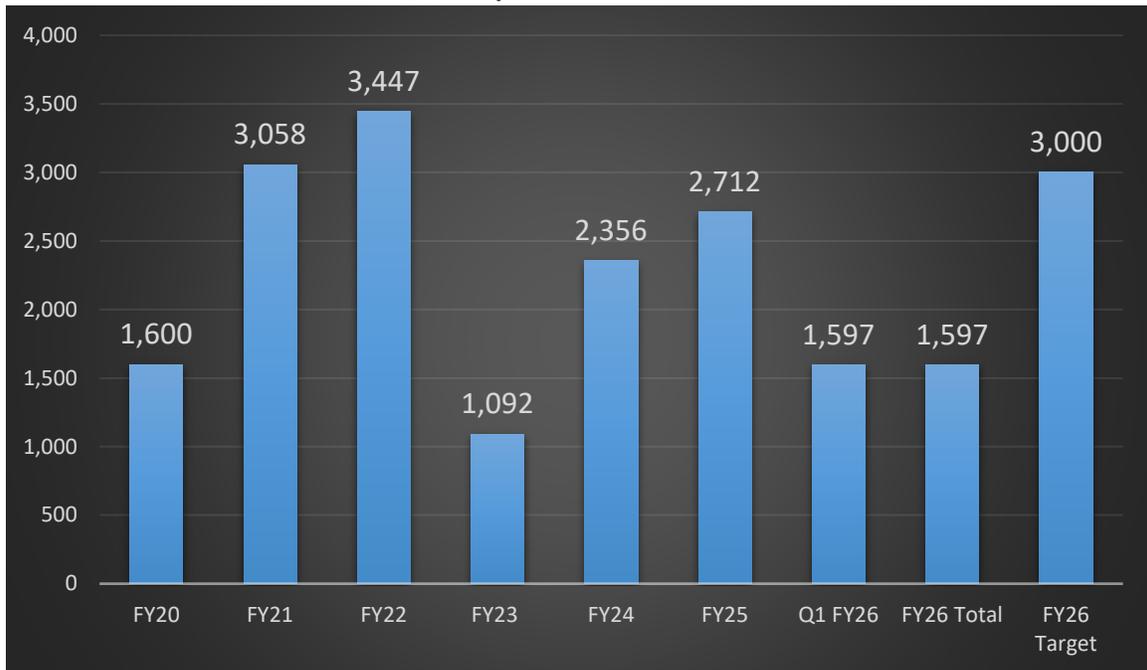
PERFORMANCE MEASURE #2

Number of jobs created through the use of LEDA funds

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
3,058	3,447	1,092	2,356	2,712	1,597				1,597	3,000

Graph of Data Above



MEASURE DESCRIPTION: The total number of jobs created by all the LEDA projects completed during the quarter.

DATA SOURCE/METHODOLOGY: The number of jobs a project will create are captured in the project participation agreement (PPA).

STORY BEHIND THE DATA: There were four LEDA projects and one LEDA GRT project announced in Q1.

Rolling Still Distillery: Located in Taos, Rolling Still Distillery is a women-owned craft distillery and distribute their products in Arizona, Colorado, Louisiana, New Mexico, Oklahoma, and Texas. The company is investing \$1,250,000 to expand their current manufacturing facility to a newly purchased property in Taos for their growing manufacturing needs. Construction is projected to complete in March 2026, and the company plans to create 26 full-time jobs. Rolling Still Distillery has been approved for \$50,000 in LEDA investment for this expansion project.

Spiritus Technologies PBC: Spiritus Technologies PBC creates materials to capture CO2 and methods to permanently store it in appropriate geologic formations. The company has entered into a 6-year lease with Nambe Pueblo for a 10,000 square-foot facility where they will construct two prototype scale-ups and create a projected 40 new jobs. Spiritus is investing \$11,400,000 for infrastructure improvements and has been approved for \$500,000 in LEDA investment.

Pacific Fusion: Pacific Fusion is a fusion energy company that is building upon breakthrough innovations from Sandia National Laboratories to deliver clean energy on demand. The company intends to build a research facility in Albuquerque that would prove net facility gain, where more energy is produced from a fusion reaction than the total energy stored in the system. Demonstrating these conditions is an essential step toward eventually delivering carbon-free electricity to the grid. The company is making an

investment of \$1 billion in the construction of the facility and will create 750 new jobs. Pacific Fusion has been approved for \$9,000,000 in LEDA investment.

Navitas Global: Navitas Global is an ethanol production facility in Portales. The company specializes in converting whey derivatives into advanced bio-fuels and high-protein animal feed. Navitas will invest \$42,000,000 to retrofit a former ethanol plant, with plans to be in production in 2026 and creating 31 new jobs. The company has been approved for \$800,000 in LEDA investment.

Project Jupiter: The proposed project in Doña Ana County, New Mexico, involves the development of a hyperscale artificial intelligence (AI) data center campus along with a co-located microgrid and supporting infrastructure. Spread over approximately 1,400 acres—including 285 acres for the microgrid, 412 acres for the main data center, and 703 acres for construction logistics and future expansion—the project represents a transformative \$165 billion investment. It will create 750 high-quality jobs and establish a world-class infrastructure hub to support high-performance computing, cloud services, and data-intensive industries. Construction is expected to begin in Q4 2025, with phased data center and power deliveries starting in 2026 and full completion of the core facility and microgrid by Q3 2028. The project will largely self-supply its energy needs via the onsite microgrid, placing no additional costs on ratepayers. It also features closed-loop cooling systems for water conservation and includes strategic collaborations with El Paso Electric and local academic institutions to ensure energy scalability and workforce development.

As a qualifying LEDA GRT Share project—exceeding the \$350 million construction threshold—Jupiter is eligible for a performance-based incentive allowing state, county, and city entities to share up to 50% of construction-related Gross Receipts Tax (GRT) revenues deposited into general funds.

IMPROVEMENT ACTION PLAN: N/A

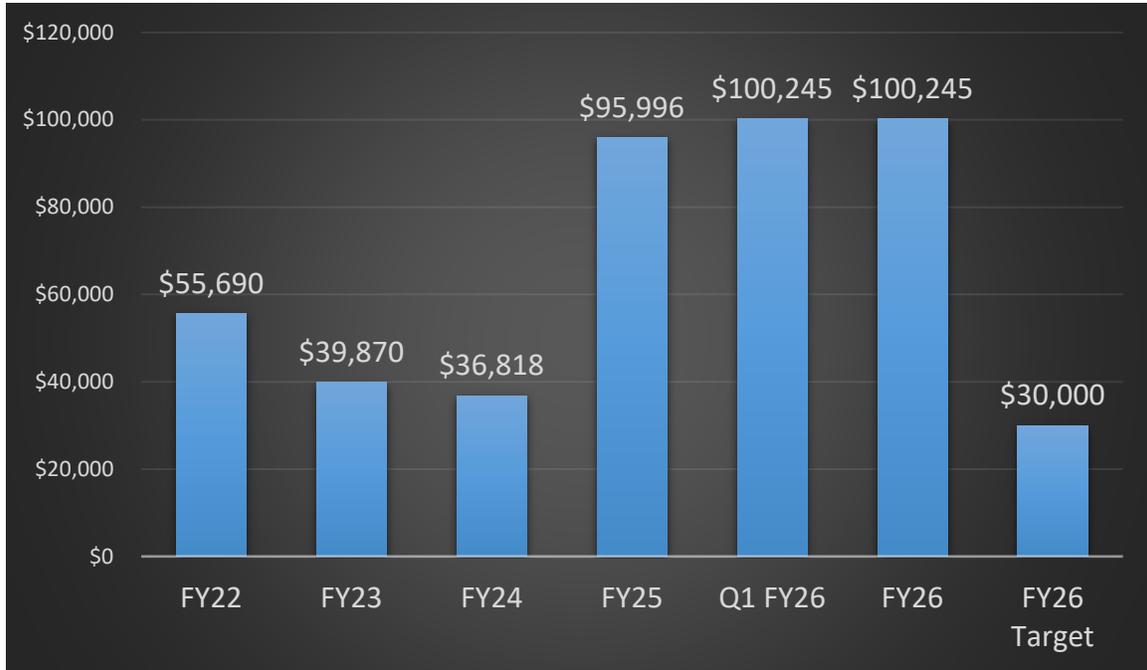
PERFORMANCE MEASURE #3

Average wages in excess of cost per job for projects funded through LEDA

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
\$55,690	\$39,870	\$36,818	\$95,996	\$100,245				\$100,245	\$30,000

Graph of Data Above



MEASURE DESCRIPTION: Measuring the average LEDA wage against the cost per job associated with the number of hires by the companies receiving a LEDA award.

DATA SOURCE/METHODOLOGY: The source comes from the deals that have been finalized in Q1 FY26. EDD takes the amount of hires as well as the amount of total LEDA awards associated with the projects to calculate a cost per job. EDD then takes the average wage associated with the companies and subtracts the cost per job to determine the performance result.

STORY BEHIND THE DATA: The projects reported an estimated average wage of \$110,130 while the cost per job for the projects is \$9,885. The relatively low cost per job is attributed to Project Jupiter’s use of the LEDA GRT Share rather than traditional LEDA investment, resulting in zero LEDA awards while generating a significant number of jobs at high average wages.

IMPROVEMENT ACTION PLAN: N/A

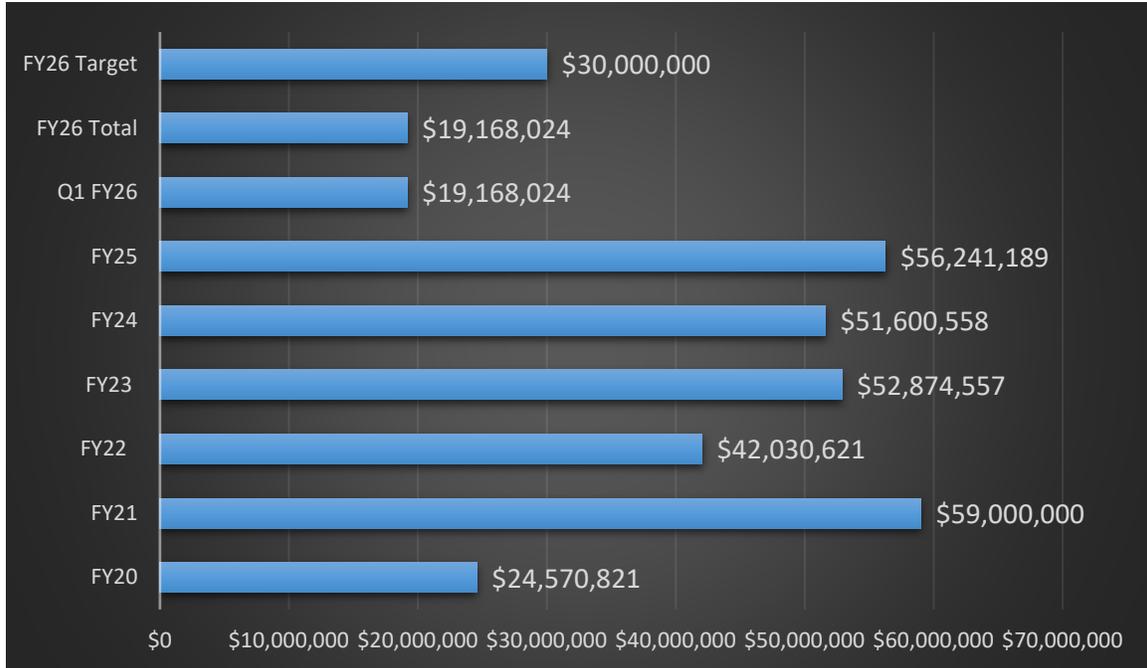
PERFORMANCE MEASURE #4

Dollars of private sector investment in MainStreet districts, in millions

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
\$59	\$42	\$52.9	\$51.6	\$56.2M	\$19.2M				\$19.2M	\$30M

Graph of Data Above



MEASURE DESCRIPTION: The sum of all private investment in NM MainStreet districts. This includes development and redevelopment projects, and private sector donations and grants.

DATA SOURCE/METHODOLOGY: Data is provided through the combined quarterly reports submitted to the state MainStreet coordinating program from 32 local MainStreet communities, including data on private investment in building improvements, new development projects, and private sector donations and grants for community projects. Local programs gather data from local businesses and property owners, donations, and grants to the local MainStreet program, and recent construction/building permits.

STORY BEHIND THE DATA: In the first quarter of FY26 there were investments of \$19,168,024.00 in real estate in MainStreet districts throughout the state. The following includes highlights of activity in Q1:

- In the Barelás neighborhood of Albuquerque there was significant investment into three buildings along 4th St. of more than \$200,000.00 for façade improvements. They also have two new businesses in the community, bringing in two new jobs. The Mobile Blood Services Building was purchased for \$299,500.00. It is encouraging to see the new investment coming into the community as the Great Blocks Project begins to kick off the construction phase.

IMPROVEMENT ACTION PLAN: N/A

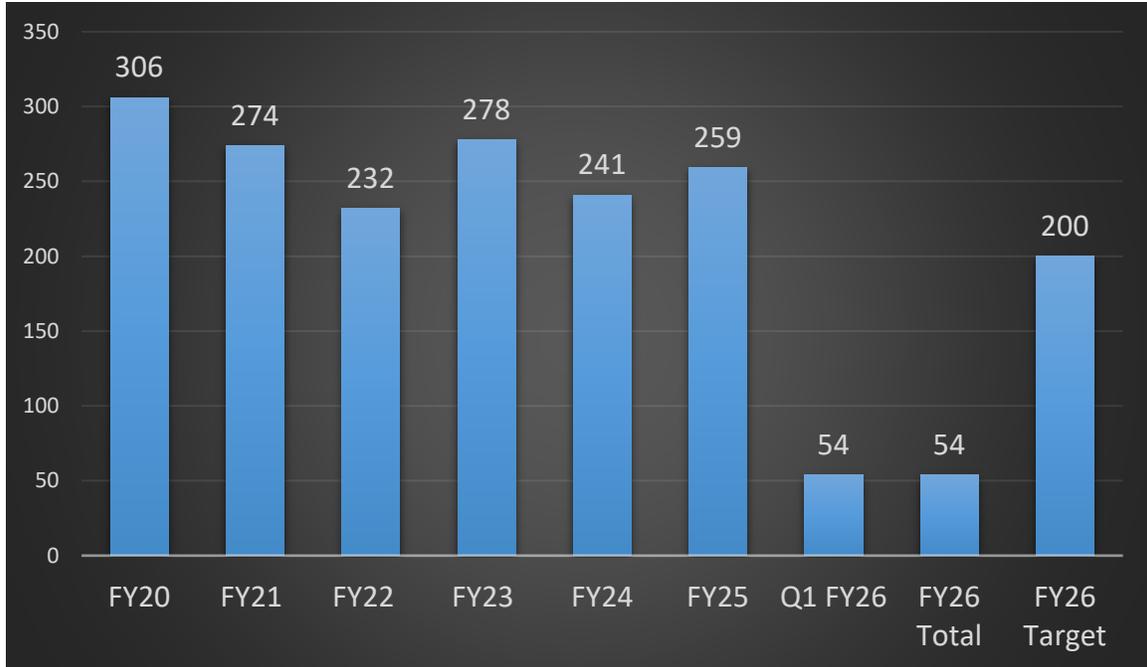
PERFORMANCE MEASURE #5

Number of building rehabilitations assisted by the MainStreet program

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
274	232	278	241	259	54				54	200

Graph of Data Above



MEASURE DESCRIPTION: Total number of building rehabilitation projects, including repairs, renovations, modifications, or reconstruction.

DATA SOURCE/METHODOLOGY: Data is provided through the combined quarterly report submitted to the state MainStreet coordinating program from 32 local MainStreet communities. Rehabilitation projects are recorded after each project is completed.

STORY BEHIND THE DATA: \$7,520,610 dollars of the overall \$19,168,024.00 private sector investment within MainStreet districts statewide in Q1 was directed towards 54 different private building rehabilitation projects.

The following includes highlights of activity in Q1:

- **T or C MainStreet** had 2 buildings purchased for a total of \$700,000. One is a Historic Bank Building that will be converted into a gallery/retail space with some residential to be included. The other building has space to create 2 retail spaces on the bottom floor and a second floor that can be converted into residential spaces.
- **In Clovis**, there were 5 private building rehab projects with over \$300,000 in improvements to the façade of 3 buildings, a full interior and patio remodel, and a full rehab of the subfloor, roof, plumbing and electrical of one building.
- **Los Alamos MainStreet** had a very strong quarter. The Old Motel 6 building is being rehabbed and partially converted into residential units which will result in over \$5.5 Million in private investment into the property. Additionally, there were 7 other rehabilitation projects that included several re-roofing projects, and some interior remodels worth over \$430,000. They also added 10 new businesses and 23 new jobs to the district.
- **In Taos**, the John Dunn Shops were purchased, representing \$8 million in private investment into the MainStreet district.

IMPROVEMENT ACTION PLAN: N/A

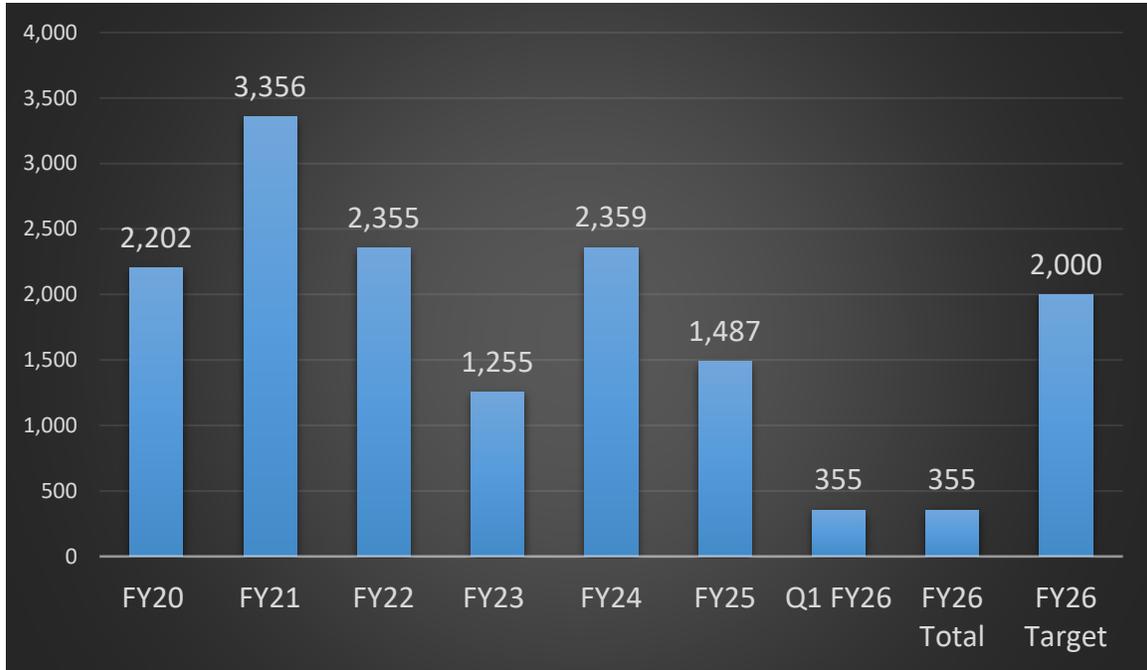
PERFORMANCE MEASURE #6

Number of workers trained by JTIP

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY25 Target
3,356	2,355	1,255	2,359	1,487	355				355	2,000

Graph of Data Above



MEASURE DESCRIPTION: Number of workers trained includes JTIP trainees in newly created positions and internships, Step Up trainees receiving upskills training, and JTIP for Film & Multimedia trainees in the Film Crew Advancement Program (FCAP) and Pre-Employment Training Program (PETP).

DATA SOURCE/METHODOLOGY: The number of workers trained comes from the training projects approved by the JTIP board.

STORY BEHIND THE DATA: In the first quarter of FY26, 25 companies and 331 trainees were approved by the JTIP board. 74 are high-wage positions, of which 65 are urban, with annual salaries greater than \$60,000, and 9 are rural, with annual salaries greater than \$40,000. Six urban internships were approved, and 14 incumbent workers will receive upskills training through JTIP’s enhanced skills training program, Step-Up. 227 of the total trainees approved are in rural areas including: The Town of Bernalillo, Santa Teresa, Taos, and Roswell.

The Film Crew Advancement Program (FCAP) under the JTIP for Film and Multimedia programs, approved six production companies to train 24 crew members.

IMPROVEMENT ACTION PLAN:

PERFORMANCE MEASURE #7

Average hourly wage of jobs funded by JTIP

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
\$19.22	\$23.67	\$29.02	\$30.74	\$25.28	\$26.61					Explanatory

Graph of Data Above



MEASURE DESCRIPTION: Average hourly wage of jobs funded by JTIP.

DATA SOURCE/METHODOLOGY: The average hourly wage of jobs funded by JTIP comes from the applications approved by the JTIP board for net new jobs. The average hourly wage for jobs approved under the JTIP for Film & Multimedia Film Crew Advancement Program (FCAP) comes from the applications approved by the NM Film Office and is calculated separately.

STORY BEHIND THE DATA:

FY26 Q1 JTIP jobs approved:

- 314 trainees: average wage - \$26.61
 - Urban: 87, average wage - \$43.51
 - Rural: 227, average wage - \$20.13
- 6 interns:
 - Urban: 6, average wage - \$25.25
- FY26 Q1 JTIP Film Crew jobs approved:
 - 24 trainees, average wage - \$21.80

PERFORMANCE MEASURE #8

Average wages in excess of cost per job for projects funded through JTIP

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
\$40,901	\$45,871	\$50,638	\$39,725	\$41,907				\$41,907	\$35,000

Graph of Data Above



MEASURE DESCRIPTION: Measuring the average JTIP wage against the cost per job associated with the number of hires by the companies receiving a JTIP award.

DATA SOURCE/METHODOLOGY: The data source is the approved jobs for Q1 FY26 and the approved wages for those positions.

STORY BEHIND THE DATA: The estimated reimbursement amount (award) for JTIP jobs is based on the complexity of the skills required to do the job and the wage rate the company is paying. The higher the skill set and wage rate, the more training hours are approved and therefore a higher award amount. The average annual wage associated with the jobs approved in Q1 FY26 is \$55,876. The cost per job for these JTIP jobs was \$13,969.

IMPROVEMENT ACTION PLAN: N/A

PERFORMANCE MEASURE #9

Foreign direct investment in New Mexico as a result of Office of International Trade efforts

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
\$2M	\$2M	\$72M	\$2.57B	\$1.024 B	\$0					\$10M

MEASURE DESCRIPTION: Foreign companies that choose to invest in New Mexico and create new economic base jobs.

DATA SOURCE/METHODOLOGY: Documentation related to EDD programs the company participates in, such as JTIP or LEDA.

STORY BEHIND THE DATA: There were no foreign direct investment deals announced in Q1. It appears that the current situation at the Federal level with tariffs is impacting the speed in which foreign companies are making decisions about expansion into the US.

IMPROVEMENT ACTION PLAN: EDD will continue its efforts in the Taiwan and newly opened Mexico City trade offices to identify potential foreign direct investment to New Mexico in target industries, while also assisting NM exporters with their efforts to export into those markets, as well as to identify suppliers. We remain confident that this target can be met by the end of the fiscal year.

Outdoor Recreation Division

Program Description, Purpose and Objectives: The Outdoor Recreation Division (ORD) works to increase equitable access to the outdoors for all New Mexicans, ensuring healthy outcomes, environmental stewardship, and economic prosperity. The division advances economic development by supporting outdoor recreation businesses through EDD programs such as LEDA and JTIP and by investing in infrastructure like trails, campgrounds, and public access points through the Outdoor Recreation Trails+ Grant. ORD also promotes workforce and youth development through the Outdoor Equity Fund and partnerships that connect young people to outdoor education and career pathways. In collaboration with state, federal, Tribal, and local partners, ORD strengthens stewardship of public lands and waters while positioning New Mexico as a world-class outdoor recreation destination for residents, businesses, and visitors alike.

Outdoor recreation is a key driver of New Mexico’s economy, contributing \$3.2 billion annually to the state’s GDP and supporting nearly 29,000 jobs, according to the U.S. Bureau of Economic Analysis. ORD’s grant programs continue to expand equitable access and local economic benefits—funding trail and infrastructure projects in more than 40 counties and Tribal communities, as well as outdoor programs serving over 10,000 youth statewide in FY25.

Objectives:

- Expand outdoor recreation’s contribution to New Mexico’s GDP and statewide job creation.
- Grow and support outdoor recreation businesses through EDD programs such as LEDA and JTIP.
- Develop and enhance outdoor recreation infrastructure through strategic investments such as the Outdoor Recreation Trails+ Grant.
- Provide safe, healthy, and educational outdoor opportunities for youth through the Outdoor Equity Fund.
- Strengthen workforce and career pathways in outdoor recreation and conservation sectors.
- Foster partnerships with state, federal, Tribal, and local land management agencies to enhance conservation and public access.

Program Budget (in thousands):

FY25	General Fund	Other State Funds	Federal Funds	Other Transfers	TOTAL	FTE
200	\$397.5				\$397.5	4
300	\$125.00				\$125.0	
400	\$725.7			\$2,260.7	\$2,986.4	
TOTAL	\$1,248.2			\$2,260.7	\$3,508.9	

Program Performance Measures:

1. Number of new outdoor recreation jobs created by ORD;
2. Number of outdoor recreation conservation and access projects funded and/or led by ORD, including via the Outdoor Recreation Trails+ Grant;
3. Number of youth to benefit from outdoor education programs, including through the Outdoor Equity Fund;
4. The value of earned and owned media impressions for ORD and/or New Mexico outdoor recreation.

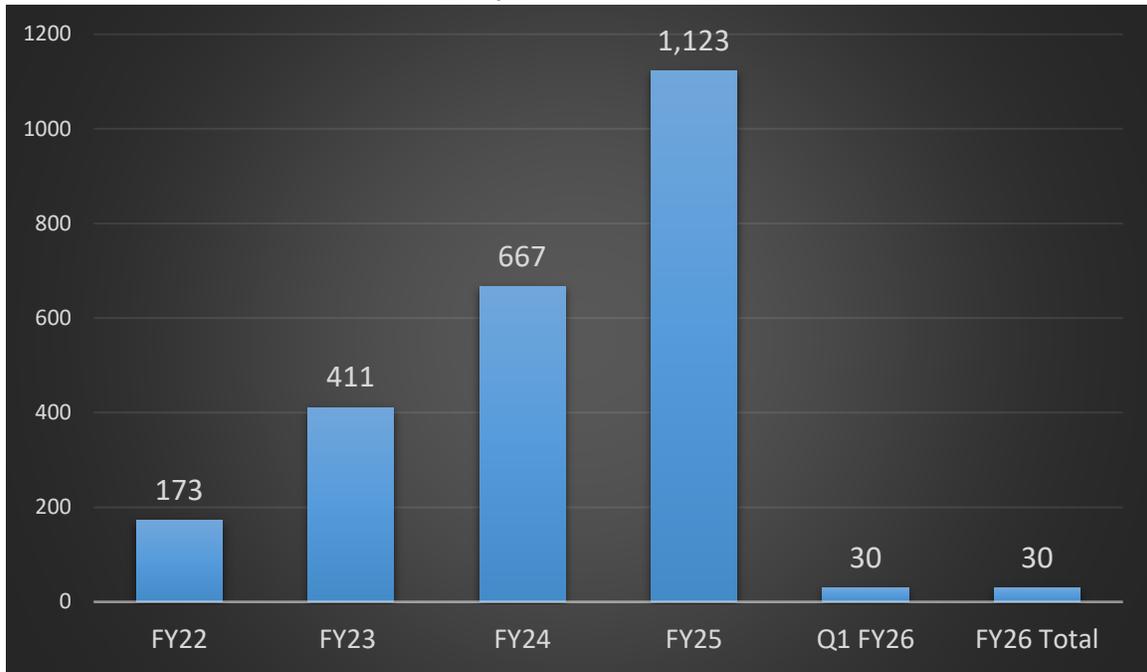
PERFORMANCE MEASURE #1

Number of new outdoor recreation jobs created by ORD

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
9	173	411	667	1,123	30				30	Explanatory

Graph of Data Above



MEASURE DESCRIPTION:

The number of outdoor recreation-related jobs created through ORD programs, including the Outdoor Recreation Trails+ Grant program and other Economic Development Department initiatives.

DATA SOURCE/METHODOLOGY:

Data is collected from official reports submitted by private companies to EDD through the Job Training Incentive Program (JTIP) and Local Economic Development Act (LEDA) programs. Additional data comes from outdoor recreation incubators and reports from Outdoor Recreation Trails+ Grant recipients.

STORY BEHIND THE DATA:

Outdoor Recreation Trails+ Grant: ORD continues to demonstrate its impact on job creation and support across the state through its initiatives. In July 2025, ORD awarded \$1.99 million to 7 recipients of the Outdoor Recreation Trails+ Grant across 6 counties and one Tribal community. According to grant reports, these projects are projected to create 30 seasonal, part-time, and full-time jobs over the next 24 months. Additionally, the program has secured \$2,779,746 in private and regional matching funds to further support jobs and infrastructure investments.

The \$1.99 million awarded in Q1 of FY26 supported a wide range of infrastructure and access improvements across New Mexico. Funded projects this round reflect the Trails+ program's statewide reach and focus on community connectivity, resilience, and stewardship. Investments include the City of Farmington's Gateway Park Plaza and riverfront trail enhancements; Indigenous Futures 4EVER's construction of the Two Grey Hills Skatepark serving youth in a Navajo community; and the New Mexico Land

Conservancy's restoration of public access trails and habitat near Santa Fe. In rural and Tribal areas, Backcountry Hunters & Anglers will develop new access and interpretive infrastructure in Taos County, while the Northwest New Mexico Council of Governments will lead a regional outdoor recreation and conservation master plan to guide long-term investment in McKinley County. Collectively, these projects showcase the Trails+ program's impact in improving outdoor access, supporting local economies, and strengthening community resilience across New Mexico.

Since its inception in 2020, the Trails+ program has awarded \$30.6 million to 226 outdoor infrastructure projects across 30 counties and 11 tribal communities, creating approximately 2,262 jobs. For fiscal year 2026, the program received a one-time \$10 million special appropriation to be distributed in two years and \$2,023,100 in recurring funds from the Land of Enchantment Legacy Fund, ensuring continued support for outdoor infrastructure and job creation.

ActivatOR and Adventure Pitch Fest: In Q1 FY26, the Outdoor Recreation Division partnered with CNM Ingenuity to recruit outdoor recreation businesses statewide to participate in the upcoming [Adventure Pitch Fest](#)—a competition offering \$15,000 in cash prizes for innovative outdoor products and services. The event provides a platform for entrepreneurs to gain visibility, connect with investors, and scale their operations. Concurrently, ORD and CNM launched the 12-week [ActivatOR](#) bootcamp, now underway, which provides hands-on business development training, mentorship, and networking for early-stage and established outdoor recreation companies. Together, these initiatives strengthen New Mexico's outdoor economy by supporting business growth, fostering innovation, and creating new jobs in outdoor recreation and related sectors.

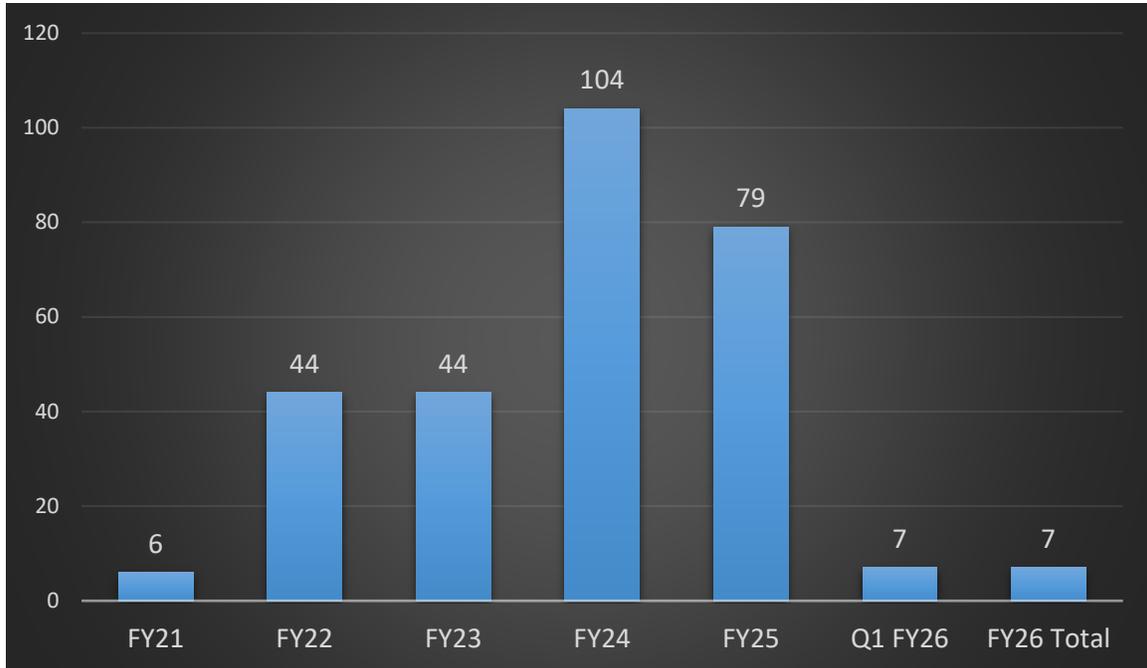
PERFORMANCE MEASURE #2

Number of outdoor recreation projects funded and/or led by ORD

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
6	44	44	104	79	7				7	Explanatory

Graph of Data Above



MEASURE DESCRIPTION:

The number of outdoor recreation projects funded or led by the Outdoor Recreation Division, including the Outdoor Recreation Trails+ Grant program.

DATA SOURCE/METHODOLOGY:

Data is derived from ORD’s Outdoor Recreation Trails+ Grant program and ORD’s internal inventory of active projects.

STORY BEHIND THE DATA: Outdoor Recreation Trails+ Grant: In July 2025, the Outdoor Recreation Division announced the first round of FY26 funding for its Outdoor Recreation Trails+ Grant, awarding \$1.99 million to seven recipients. These projects span trail design, construction, and maintenance, as well as the development of outdoor infrastructure that enhances access, safety, and community recreation opportunities. For Fiscal Year 2026, the program leverages two primary funding sources: (1) a \$10 million special legislative appropriation for a two-year disbursement period, and (2) just over \$2 million from the Land of Enchantment Legacy Fund’s second-year distribution. Together, these funds are being distributed across two grant cycles during the fiscal year to advance equitable access and strengthen outdoor economies statewide. A full list of FY26 Trails+ Grant recipients is available at NMOutside.com.

Rio Grande Trail: ORD continues to advance the Rio Grande Trail initiative, a cross-state recreational corridor along the Rio Grande that emphasizes sustainable outdoor infrastructure and local stewardship. In September 2025, ORD participated in the quarterly Rio Grande Trail Commission meeting in Taos, where two new trail segments were officially designated and approved by the Commission—marking important progress toward connecting communities and expanding outdoor recreation opportunities across New Mexico.

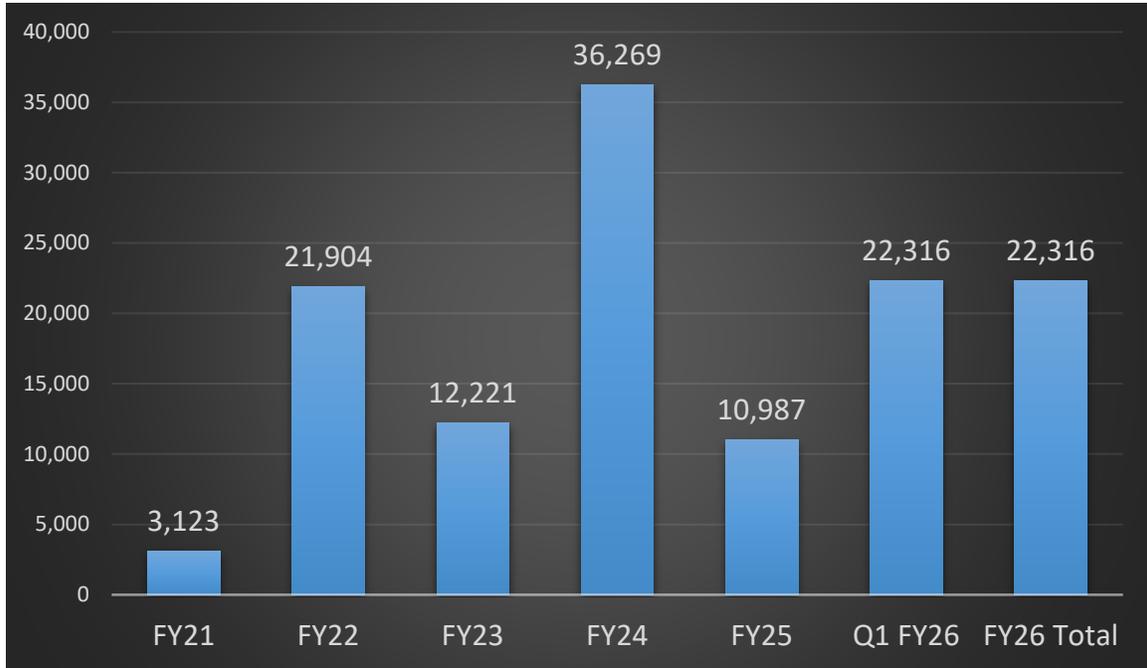
PERFORMANCE MEASURE #3

Number of youth to participate in ORD outdoor education programs, including the OEF

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
3,123	21,904	12,221	36,269	10,987	22,316				22,316	Explanatory

Graph of Data Above



MEASURE DESCRIPTION:

The number of youth aged 18 and younger who participate in an Outdoor Recreation Division outdoor education program, including those funded by the Outdoor Equity Fund.

DATA SOURCE/METHODOLOGY:

Data is collected from ORD’s official Outdoor Equity Fund student enrollment reports accessed through the Submittable grant administration software and from attendance reports provided by education partners.

STORY BEHIND THE DATA:

Outdoor Equity Fund: In September 2025, the Outdoor Recreation Division awarded \$2.18 million to 61 organizations through the first round of the FY26 Outdoor Equity Fund, reaching 22,316 youth across 17 counties and 14 Tribal communities. Grants ranging from \$5,000 to \$40,000 support programs introducing young New Mexicans to outdoor activities like hiking, biking, skiing, fly fishing, and acequia restoration, while also building skills for future careers in conservation and recreation. A full list of FY26 Outdoor Equity Fund recipients is available at NMOutside.com.

This round was made possible through a \$3 million legislative appropriation and funding from the Land of Enchantment Legacy Fund. Nearly 140 applications requesting \$4.9 million were reviewed, underscoring strong statewide demand for equitable outdoor access. Funded projects include bike tech training in rural schools, outdoor internships, culturally rooted programs for Native and disabled youth, and urban outdoor initiatives offering bilingual instruction and free gear rental. Together, these efforts reflect the fund’s expanding role in reducing barriers to nature and fostering youth leadership in New Mexico’s growing outdoor economy. The Outdoor Recreation Division team is preparing for the second FY26 funding cycle, which opens January 1, 2026.

PERFORMANCE MEASURE #4

The value of earned and owned media for ORD and/or New Mexico outdoor recreation

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
7,808	28,737	29,486	42,494	105,445	43,216				43,216	Explanatory

Graph of Data Above



MEASURE DESCRIPTION:

The total number of media stories covering the Outdoor Recreation Division or outdoor recreation in New Mexico, directly resulting from ORD's efforts. Stories are ranked by their quality, considering the publication's size and the accuracy with which ORD's mission is represented. This measure also includes ORD's owned media performance, such as the number of readers, unique website visits, newsletter subscribers, and social media followers across various platforms. This comprehensive approach offers insights into ORD's media impact and outreach effectiveness.

DATA SOURCE/METHODOLOGY:

Data is collected using a combination of analytics tools:

- Website and platform analytics track user interactions and engagement.
- Google Alerts monitor media coverage, sending real-time updates to ORD's email.
- Hootsuite analytics gather additional metrics to ensure comprehensive monitoring across all digital channels.

STORY BEHIND THE DATA:

In Q1 FY26, ORD reported the following metrics:

- 3,736 newsletter subscribers
- 9,740 unique website users
- 23,658 page views on website

- 3,126 Instagram followers
- 485 Threads followers
- 1,329 Facebook followers
- 849 Twitter followers
- 652 BlueSky followers
- 1,315 LinkedIn followers
- 92 Linktree views
- 48 Earned media pieces

ORD's bi-weekly newsletter subscription grew by nearly 4% and Instagram followers by 10% after several tabling events in the summer of 2025. There's been steady growth of LinkedIn followers with a 5.7% increase over the previous quarter after a more focused effort to regularly engage and share content from other accounts. Views of the Outdoor Recreation Trails+ Grant page on the website have increased 98% in FY26 Q1 compared to the average page views from the entire FY25 indicating a significant growth in grant awareness and interest.

Additional Q1 highlights:

- The newsletter open rate has increased by 5% since FY25 Q3 when the format was changed to be more consolidated with fewer images and words.
- LinkTree overall views have decreased by 15%, however the clickthrough rate has increased by 9% from the previous quarter, indicating that the links shared are more engaging.
- [Adventure Pitch Fest](#) applications and info was moved to the Division's website instead of ActivateNM website and saw 1,712 page views in FY26 Q1.
- Page views of the [Grant Recipients](#) page on the website have continued to grow steadily with a 14% increase since FY25 Q4.

Earned Media:

<https://sourcenm.com/briefs/nm-recreation-division-awards-2m-for-outdoor-projects/>
<https://www.newsfromthestates.com/article/nm-recreation-division-awards-2m-outdoor-projects>
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https://www.abqjournal.com/lifestyle/article_f6d8cf7e-f6e6-42b3-83ac-96e50e2b868b.html
<https://www.ruidosonews.com/ruidoso-awarded-funds-to-enhance-access-to-outdoor-spaces/>
<https://www.alamogordonews.com/2025/07/ruidoso-awarded-funds-to-enhance-access-to-outdoor-spaces/>
<https://2ndlifemediaalamogordo.town.news/g/alamogordo-nm/n/320171/village-ruidoso-awarded-497970-rehabilitate-hiking-trails>
<https://www.pinkbike.com/news/northern-new-mexicos-newest-jump-park.html>
<https://ictnews.org/news/new-mexico-recreation-division-awards-2m-for-outdoor-projects/>
<https://ladailypost.com/picuris-bike-park-grand-opening-ribbon-cutting-july-19/>
<https://www.tricityrecordnm.com/articles/surf-wave-opens-on-animas-river-in-farmington/>
<https://www.bikemag.com/news/picuris-pueblo-new-mexico-bike-park>
<https://www.farmingtonnm.gov/wave>
https://www.yahoo.com/lifestyle/articles/native-nation-opening-united-states-235840680.html?guccounter=1&guce_referrer=aHR0cHM6Ly93d3cuZ29vZ2xlLmNvbS8&guce_referrer_sig=AQAAACsJ-Z1wmA8Mey8GwjbjUKAmE1VVkyod8YZpcHJJa1KigS3ompQ5IrguW05QMAb_dUKpMY9pmDMFmncvoX-0wD8iYjjeZc9vPYAJiOVknLAKdlqbHP9BSD5rr-f7GFJB3CkuKZOICKuNfY-pcwwL9V1YPIp7CQ0exp29P4hfXwCL
https://www.riograndesun.com/news/ribbon-cutting-marks-project-completion/article_25fd5ccf-cc45-42e9-ac2e-de3758b845c8.html
<https://sourcenm.com/briefs/nm-gov-lujan-grisham-floats-enshrining-public-lands-protections-in-state-law/>
https://www.santafenewmexican.com/news/business/picuris-bike-park-adds-to-growing-list-of-projects-created-by-santa-fes-rocket-ramps/article_bc1faf60-aef5-4c05-a532-49172715f4ed.html
https://www.santafenewmexican.com/news/local_news/gallery-grand-opening-of-picuris-bike-park/article_63109092-bb20-484b-bea3-3f37d250997a.html

https://www.santafenewmexican.com/news/local_news/this-is-like-a-kids-dream-picuris-pueblo-officials-hope-bike-track-will-draw-locals/article_bf7dd7eb-71be-4176-a879-5ad3abeb68bc.html

<https://www.yahoo.com/news/kids-dream-picuris-pueblo-officials-035900244.html>

<https://www.tricityrecordnm.com/articles/n-m-gov-lujan-grisham-floats-enshrining-public-lands-protections-in-state-law/>

<https://www.youtube.com/watch?v=QLQ9qdbAtv8>

<https://nm.news/2025/07/08/natures-newest-gem-inclusive-sensory-trail-at-tijeras-arroyo-bio-zone-shines-bright-for-everyone/>

<https://www.hidalgoherald.com/shop/p/thisweek>

<https://www.krqe.com/news/new-mexico/pro-level-bike-park-opens-on-picuris-pueblo/>

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http://dchieftain.com/ribbon-cutting-and-pollinator-celebration-set-for-august-16-at-bosque-del-apache/article_f59605e2-0a6c-4532-b791-8e60e1bc93ac.html

https://www.abqjournal.com/news/article_0ec94f54-0c1c-4eb4-8545-05425bc0ef81.html

<https://citylifestyle.com/articles/explore-new-mexico>

https://youtu.be/33Hvzn_LV-g?feature=shared

<https://www.krwg.org/local-viewpoints/2025-08-16/investing-in-our-outdoors-means-investing-in-our-future>

<https://www.newsbreak.com/600-espn-el-paso-520672/4168931790193-the-most-insane-bike-park-in-new-mexico-is-in-a-tiny-pueblo-of-just-300>

<https://klaq.com/new-mexico-bike-park-picuri-pueblo/>

https://www.abqjournal.com/news/article_a61e6507-d218-4ae9-8727-5eed40eb09c.html#tncms-source=home-featured-7-block

https://www.yahoo.com/news/articles/din-skate-garden-project-keeps-030200271.html?guccounter=1&guce_referrer=aHR0cHM6Ly93d3cuZ29vZ2xlLmNvbS8&guce_referrer_sig=AQAAACsJ-Z1wmA8Mey8GwbjbUKAmE1VVkyod8YZpcHJJa1KigS3ompQ5IrguW05QMAb_dUKpMY9pmDMFmncvoX-0wD8iYijeZc9vPYAJiOVknLAKdlqbHP9BSD5rr-f7GFJB3CxuKZOICKuNfY-pcwvL9V1YPIp7CQ0exp29P4hfXwCL

<https://ladailypost.com/15000-in-prizes-offered-to-outdoor-rec-businesses/>

<https://www.kob.com/new-mexico/albuquerque-metro/state-to-host-outdoor-recreation-pitch-competition-in-november/>

<https://www.tricityrecordnm.com/articles/15k-in-cash-prizes-offered-to-outdoor-recreation-businesses/>

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Film Office

Program Description, Purpose and Objectives: The New Mexico State Film Office is a division of the New Mexico Economic Development Department that serves the film and television industry locally, nationally, and internationally. The New Mexico Film Office markets the state to the film industry, services productions, promotes jobs for New Mexicans, works to maintain and optimize the film production tax credit and oversees registrations and processes for the registration of the film incentive. The Film Office consults with productions regarding the financial and aesthetic aspects of their projects, assisting them throughout the incentive process, such as the Film Production Tax Credit and the Job Training Incentive Program for Film & Multimedia. The division provides information to production executives, producers, directors, crew, filmmakers, and the local community, markets filming locations and manages resources promoting local crew, talent, vendors, and film liaisons. The Film Division continues to focus on five main objectives:

- (1) Promote and advocate for the Film Production Refundable Tax Credit program locally, nationally, globally.
- (2) Recruit television series, films, commercials, digital media, animation, post-production, AR/VR, and other eligible projects and productions, thereby creating jobs for New Mexicans.
- (3) Administer and create various workforce development programs and industry education, thereby creating more opportunities for New Mexicans.
- (4) Execute marketing, outreach and community engagement efforts and campaigns, regarding the film incentive, film industry and its economic impact on New Mexico.
- (5) Maintain and evolve our data collection to be able to objectively assess the effectiveness of the credits provided by the Film Production Tax Credit Act.

Program Budget (in thousands):

FY25	General Fund	Other State Funds	Federal Funds	Other Transfers	TOTAL	FTE
200	\$1,087.0				\$1,087.0	10
300	\$753.4				\$753.4	
400	\$84.6				\$84.6	
TOTAL	\$1,925.0				\$1,925.0	

Program Performance Measures:

1. Number of film and media worker days
2. Estimated direct spending by film industry productions, in millions
3. Total wages paid by film industry productions to New Mexico residents, in millions
4. Median wages paid by film industry productions to New Mexico residents
5. Total gross receipts taxes paid by film industry productions, in millions

PERFORMANCE MEASURE #1

Estimated number of film and media worker days

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
514,580	668,707	533,630	339,266	211,640	123,311				123,311	500,000

Graph of Data Above



**Information reported are estimates based on registrations submitted to the Film Division by productions and can fluctuate based on variables including, but not limited to, changes to schedule and budget as well as operational and other unforeseen circumstances such as COVID-19. Data for recent fiscal quarters is retroactively updated.*

MEASURE DESCRIPTION: Reflects the estimated NM resident crew size multiplied by the estimated number of days employed.

DATA SOURCE/METHODOLOGY:

The data is based on information in the registration forms submitted to the Film Division by production companies. and is calculated by multiplying the estimated NM resident crew with their estimated number of days employed** (Both of which are reported by productions during registration).

STORY BEHIND THE DATA: 123,311 worker days were observed in the first quarter of FY26. This is a sharp increase from FY25 when production dropped significantly due to the slowdown post strikes, the overall industry contraction, and the shift to global markets. This increase is a positive sign towards New Mexico’s recovery.

IMPROVEMENT ACTION PLAN: Our efforts are to increase our market share of the production that is happening and to attract and create new productions. New Mexico’s ability to maintain a competitive edge, attract investment, and support its workforce showcases the long-term viability of the state’s film industry. With strong partnerships and a commitment to growth, New Mexico remains a leader in film production, even in uncertain times.

PERFORMANCE MEASURE #2

Estimated direct spending by film industry productions, in millions

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
\$626.5	\$855.43	\$794.11	\$740.42	\$323.22	\$168.72				\$168.72	\$700

Graph of Data Above



**Information reported are estimates based on registrations submitted to the Film Division by productions and can fluctuate based on variables including, but not limited to, changes to schedule and budget as well as operational and other unforeseen circumstances such as COVID-19. Data for recent fiscal quarters is retroactively updated.*

MEASURE DESCRIPTION: Total New Mexico estimated direct production expenditures.

DATA SOURCE/METHODOLOGY: The data is based on information in the registration forms submitted to the Film Division by production companies.

STORY BEHIND THE DATA: \$168.72 million in direct spending occurring in FY26 Q1. This is a sharp increase from FY25 when production dropped significantly due to the slowdown post strikes, the overall industry contraction, and the shift to global markets. This increase is a positive sign towards New Mexico's recovery.

IMPROVEMENT ACTION PLAN: Our efforts are to increase our market share of the production that is happening and to attract and create new productions. New Mexico's ability to maintain a competitive edge, attract investment, and support its workforce showcases the long-term viability of the state's film industry. With strong partnerships and a commitment to growth, New Mexico remains a leader in film production, even in uncertain times.

PERFORMANCE MEASURE #3

Total wages paid by film industry productions to NM residents, in millions

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
\$121.25	\$157.06	\$152.26	\$98.74	\$57.68	\$29.61				\$29.61	\$130

Graph of Data Above



**Information reported are estimates based on registrations submitted to the Film Division by productions and can fluctuate based on variables including, but not limited to, changes to schedule and budget as well as operational and other unforeseen circumstances such as COVID-19. Data for recent fiscal quarters is retroactively updated.*

MEASURE DESCRIPTION: Estimated total wages paid by film industry productions to New Mexico residents, in millions. This data does not include wages paid to New Mexico actors, New Mexico background actors, nor wages paid to New Mexicans providing post-production services.

DATA SOURCE/METHODOLOGY:

The data is based on information in the registration forms submitted to the Film Division by production companies. Wages are calculated using worker days in Performance Measure #1, and median wages (Performance Measure #4).

STORY BEHIND THE DATA: Nearly \$30 million in wages were paid to NM residents in FY26 Q1. Over half the wages paid in all of FY25.

IMPROVEMENT ACTION PLAN: Our efforts are to increase our market share of the production that is happening and to attract and create new productions. New Mexico’s ability to maintain a competitive edge, attract investment, and support its workforce showcases the long-term viability of the state’s film industry. With strong partnerships and a commitment to growth, New Mexico remains a leader in film production, even in uncertain times.

PERFORMANCE MEASURE #4

Median wages paid by film industry productions to NM residents

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26	FY26 Target
\$61,069	\$73,860	\$76,449	\$70,822	\$62,428				\$62,428	\$62,000

Graph of Data Above



**Information reported are estimates based on registrations submitted to the Film Division by productions and can fluctuate based on variables including, but not limited to, changes to schedule and budget as well as operational and other unforeseen circumstances such as COVID-19. Data for recent fiscal quarters is retroactively updated.*

MEASURE DESCRIPTION: Estimated average median wages paid by film industry productions to New Mexico residents. Wage data is presented in wages per year.

DATA SOURCE/METHODOLOGY: This data is based on information in registrations submitted to the Film Division by production companies. Each registration includes the respective production’s median crew wage. The median crew wages were multiplied by an assumed 2,080 hours per year to calculate an annual wage. 2,080 hours is the standard generally used to define full time annual employment based on a 52-week year with 40 hours per week of labor.

STORY BEHIND THE DATA: Median wages remain above the target. This continues to be well above the median wages for the state as a whole. Film continues to produce high paying jobs to New Mexicans. This ensures continued economic benefits for local workers and reinforces New Mexico’s reputation for skilled labor in the film industry.

IMPROVEMENT ACTION PLAN: Our efforts are to increase our market share of the production that is happening and to attract and create new productions. New Mexico’s ability to maintain a competitive edge, attract investment, and support its workforce showcases the long-term viability of the state’s film industry. With strong partnerships and a commitment to growth, New Mexico remains a leader in film production, even in uncertain times.

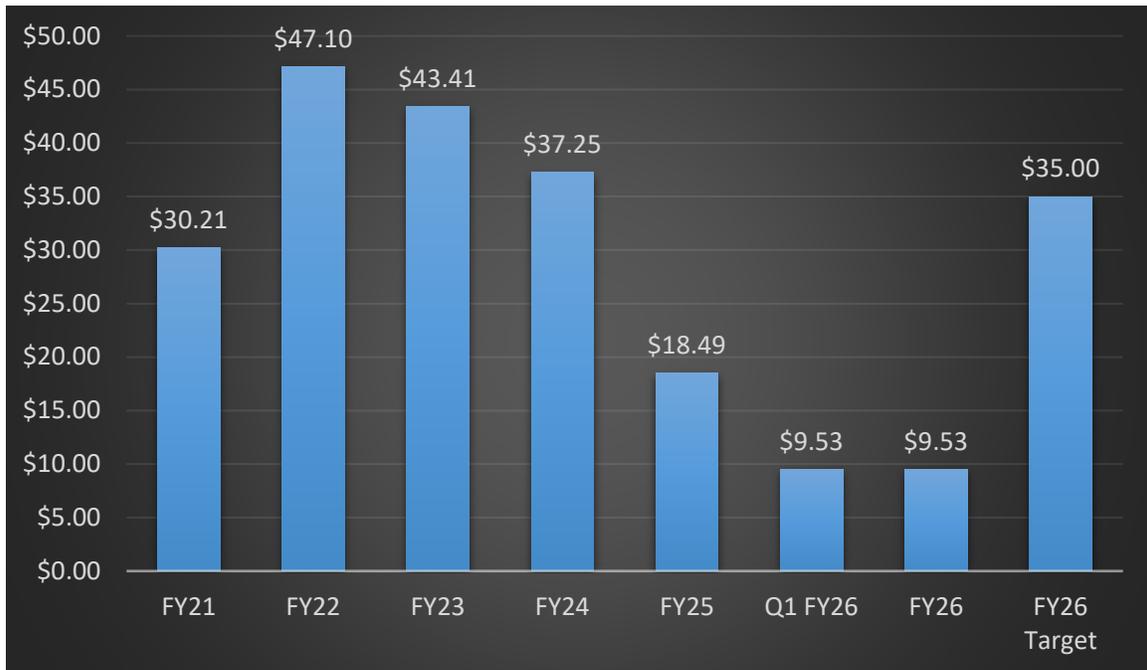
PERFORMANCE MEASURE #5

Total gross receipts taxes paid by film industry productions, in millions

Results

FY21	FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
\$30.21	\$47.10	\$43.41	\$37.25	\$18.49	\$9.53				\$9.53	\$35

Graph of Data Above



**Information reported are estimates based on registrations submitted to the Film Division by productions and can fluctuate based on variables including, but not limited to, changes to schedule and budget as well as operational and other unforeseen circumstances such as COVID-19. Data for recent fiscal quarters is retroactively updated.*

MEASURE DESCRIPTION: This data is an estimate of the New Mexico total gross receipts taxes paid by film industry productions, in millions.

DATA SOURCE/METHODOLOGY: This data is based on information in registrations submitted to the Film Division by productions. Each registration includes the respective production’s estimated qualified direct spend. Using historical data, we estimate the GRT paid at 6.47%, and then multiply the estimated qualified spend by 6.47% to get the average GRT paid in dollars.

STORY BEHIND THE DATA: Total gross receipts taxes paid by film industry productions are estimated at \$9.53 million for Q1 FY26. This is on pace to hit the FY26 target.

IMPROVEMENT ACTION PLAN: Our efforts are to increase our market share of the production that is happening and to attract and create new productions. New Mexico’s ability to maintain a competitive edge, attract investment, and support its workforce showcases the long-term viability of the state’s film industry. With strong partnerships and a commitment to growth, New Mexico remains a leader in film production, even in uncertain times.

Creative Industries Division

Program Description, Purpose and Objectives:

The Creative Industries Division was created during the 2023 Legislative Session through House Bill 8 to support the state’s creative industries, defined as a business or person “engaged in creative enterprises, including performing, visual and literary arts, entertainment, media, information and broadcasting, applied arts and design, including architecture, landscape architecture, museum and gallery professions, promotion, marketing, graphics and industrial design, technology and computer system design, software design, coding and digital media, and crafts and artisan professions, including metal, wood, glass, ceramics, paper, printing, textile and culinary arts.

The division is charged with increasing and promoting creative-industry-based economic development and tourism; supporting educational and workforce training initiatives to facilitate creative industry growth; supporting entrepreneurs and small businesses in creative industries; identifying and helping establish public infrastructure to support creative industries; serving as an information clearinghouse by providing resources and opportunities to creative industry stakeholders; and acting as a liaison between creative-industries-related businesses and organizations.

Program Budget (in thousands):

FY24	General Fund	Other State Funds	Federal Funds	Other Transfers	TOTAL	FTE
200	\$280.0				\$280.0	2
300	\$0.0				\$0.0	
400	\$200.0				\$200.0	
TOTAL	\$480.8				\$480.8	

Program Performance Measures:

1. Number of partnerships with other agencies, educational institutions, industry associations and community organizations
2. Number of entrepreneurs and small businesses assisted by the creative industries division
3. Number of creative industry programs assisted by the division

PERFORMANCE MEASURE #1

Number of partnerships with other agencies, educational institutions, industry associations and community organizations

Results

FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
32	7				7	Explanatory

MEASURE DESCRIPTION: The number of partnerships engaged in and created by the division.

DATA SOURCE/METHODOLOGY: Data is derived from CID’s internal inventory of partnerships, initiatives, and deliverable or measurable activities or projects that are actualized by the division.

STORY BEHIND THE DATA: The division engages several partnerships during Q1 to support FY26 initiatives and other programs. This included a formal Memorandum of Understanding with Upstart CoLab, the only creative economy impact investment fund in the US to engage potential New Mexico companies in their pipeline, as well as to promote their partnerships and resources for creatives to the divisions network. This includes crowdfunding opportunities, and other platforms that aim to increase access to capital for creatives. Additionally, the Division launched a one-time pilot grant program in partnership with New Mexico Mainstreet, and New Mexico Arts to provide catalytic funding for state authorized arts and cultural districts across the state. Th program aims to support existing creative industries infrastructure and programming in communities across the state, to show the impact of these districts. The partnership demonstrates the overlap, and interconnected nature of the creative industries and the impact it can have on existing cultural and creative assets, and the back-end infrastructure support that the division can offer to make creative assets stand out against competitors and bring economic activity to rural areas. Both Mainstreet and New Mexico Arts support creative industries and creative economy work through their respective programs, and this initiative serves to extend that impact and show measurable economic outputs that can be shown over time with intention investment, ideally from beyond the divisions grant funding.

The division has also entered into strategic state agency partnerships with New Mexico Tourism and the Governor’s Marketing Center of Excellence to help launch, promote, and execute a series of statewide creative convenings for 2026. In Q1 the division director met on an ongoing basis with staff from both agencies to coordinate where programs, shared efforts of creative tourism and awareness could be utilized in the upcoming series for March-June of 2026. These partnerships are expected to grow and extend throughout the current fiscal year. Specific outcomes to date include the co-funding of media placements for creative industries businesses to showcase the expansiveness and presence of creative businesses in the state.

Additionally in an effort to create meaningful partnerships, the division has entered into a formal partnership with the New Mexico Trust as a fiscal agent to support sponsorships both monetary and in-kind for the creative statewide convenings to take place March to June of 2026. This partnership as allowed for an additional pathway for the division to attempt to seek funding and financial support for the convenings, in addition to a stipulation that up to 50% of solicited funds after costs are settled may be sent as a gift to the division fund to support continued grant making, as well as remaining funds being used to support such convenings and conferences in future years.

PERFORMANCE MEASURE #2

Number of entrepreneurs and small businesses assisted by the creative industries division

Results

FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
865	90				90	Explanatory

MEASURE DESCRIPTION: The number of entrepreneurs and small businesses assisted by the division directly, including provision of information or guidance, introductions to relevant contacts, and referrals to particular programs or services both within the department and externally.

DATA SOURCE/METHODOLOGY: Data is derived from CID’s internal inventory of assistance, including calendars, email exchanges, phone calls, and referrals or connections made via those tools to a resource, service, or office offering additional support. While the division staff may receive more contacts from businesses and entrepreneurs than the number reflected here, the data reflects the total number of referrals to assistance that led to an actionable next step, such as applying for funding, matching to a program within the wider department, connecting to another agency or organization that can assist with the objective or challenge, or a finalized outcome of funding or services successfully sought.

STORY BEHIND THE DATA: The division staff both coordinator and director met and connected with several creative businesses and entrepreneurs through site visits, networking events, virtual/in-person meetings, and email correspondence over the course of the quarter. Support on connecting creative professionals to department of workforce solutions programs, other economic development programs, referrals and connections to resources and more are included in this count. The division coordinator attended a UNM Arts leadership business course for example, speaking to a group of 29 creative professionals about division programs and resources, and building general awareness for the division through engagements like these, and several other events, and networking events throughout the quarter. Other correspondence and meetings included grant program referrals, program referrals for the newsletter, other relevant programming and more. For each support provided through email, or individual connection or contact made for a respective creative business or entrepreneur a count is made to acknowledge when a program, referral, connection, or similar is made to provide a creative industry stakeholder with some lead or opportunity to further pursue a venture or project.

PERFORMANCE MEASURE #3

Number of creative industry programs assisted by the division

Results						
FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
40	8				8	Explanatory

MEASURE DESCRIPTION: The number of creative economy programs within the division, agency, greater state government, or external creative industry programs that were assisted by the division.

DATA SOURCE/METHODOLOGY: Data is derived from CID’s internal inventory of programs assisted.

STORY BEHIND THE DATA: The division supported several programs that supported creative industries throughout quarter one. For example, the division supported the New Mexico Arts, Folk Arts Apprenticeship Program to increase the number of grants awarded that promote workforce development and skill trade in the folk arts industries. This support met all statutory requirements such as the 50% of grant funding to underserved and rural communities, in addition to support for creative industries companies and businesses with less than 10 employees. Additionally, the division presented at the Outdoor Economics Conference, and spoke at the Amador Foundation project in Las Cruces regarding adaptive reuse and historic preservation to show the existence and relevance of the creative industries at play in these areas. The prominence and importance of the creative industries in both these realms shows the way that these industry areas play a role in other industry development. For example, landscape architecture is included in the creative industries, but these types of creative professionals are inseparable and indispensable from outdoor recreation industries and projects. It takes planners, designers and architects to bring both outdoor infrastructure, and historic and adaptive reuse projects to completion. The division also presented at the Governor’s conference on Economic Development on the prevalence of creative industries for New Mexico’s economy, and supported the Public Education Departments Career Technical Education advisory board by providing referrals for potential candidates, supported a business development program hosted by City of Albuquerque’s Office of Equity and Inclusion Black Engagement Office, and sent out program information for other creative professional development programs through its channels including newsletter, social media, and individual contacts.

Technology and Innovation Office

Program Description, Purpose and Objectives:

The Technology and Innovation Office (TIO), a division of the New Mexico Economic Development Department, was created in state statute and launched in 2025 to connect New Mexico’s innovation infrastructure to the commercial market and encourage and enable the startup, growth, and relocation of science-based and technology-based industries in and to New Mexico to contribute to the state’s economic development. The Office focuses on identified target economic sectors that include advanced computing, advanced energy, aerospace and defense systems, and bioscience. TIO supports the advancement of New Mexico businesses in science and technology and the commercialization of New Mexico innovation by administering numerous grant programs. TIO connects both in-state and out-of-state innovation companies to EDD programs such as LEDA and JTIP and works with EDD colleagues to support business attraction and relocation relevant to the state’s science and technology priority sectors. The Office partners with key stakeholders across the state’s technology and innovation ecosystem to further supportive and enabling policy, secure relevant federal funding, and support infrastructure that benefits and furthers innovation entrepreneurship and commercialization statewide. TIO works to maintain a nationwide presence to collaborate with relevant ecosystems and represent New Mexico’s technology and innovation economic activity on a national scale. TIO also coordinates the Technology and Innovation Network Advisory Board and administers the Research, Development & Deployment Fund.

Program Budget (in thousands):

FY24	General Fund	Other State Funds	Federal Funds	Other Transfers	TOTAL	FTE
200	\$1,289.0				\$1,289.0	9
300	\$0.0				\$0.0	
400	\$5,000.0				\$5,000.0	
TOTAL	\$6,289.0				\$6,289.0	

Program Performance Measures:

1. Number of grants awarded by the Technology and Innovation Office
2. Dollars of follow-on investment in technology-based companies as a result of TIO programs
3. Federal grant dollars awarded as a result of Technology and Innovation Office efforts

PERFORMANCE MEASURE #1

Number of grants awarded by the Technology and Innovation Office

Results					
Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
6				6	Explanatory

MEASURE DESCRIPTION: The number of individual grants awarded by the Technology and Innovation Office to businesses or ecosystem organizations.

DATA SOURCE/METHODOLOGY: Results are reported by team members and tracked at the division level.

STORY BEHIND THE DATA: Six total grants were awarded by TIO in the first quarter totaling \$25.4 million:

- Five grants totaling \$400,000 were awarded to New Mexico startups as part of the SBIR/STTR Matching Grant, which awards funds for business development expenses to New Mexico companies that have secured federal Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) grant funding.
 - Aperi Computational Mechanics Consulting (Peralta) - \$50,000 matching grant for Phase I award
 - Shearit LLC (Albuquerque) - \$50,000 matching grant for Phase I award
 - EnviTrace LLC (Santa Fe) - \$100,000 matching grant for Phase II award
 - Sentire Medical Systems Inc. (Santa Fe)- \$100,000 matching grant for Phase II award
 - Solstart Space Co. (Santa Fe) - \$100,000 matching grant for Phase II award
- One grant in the amount of \$25 million was awarded to a coalition led by Roadrunner Venture Studios for the establishment of a quantum venture studio and innovation hub.

IMPROVEMENT ACTION PLAN: Fewer SBIR/STTR matching grants were awarded than usual due to fewer applications than usual being received – this was caused by disruptions to the federal SBIR/STTR funding processes made by the new federal administration. Additional grants are planned to be awarded in the second quarter, including awards made for:

- Science and Technology Business Startup Grant
- Innovation Hubs Grant
- Entrepreneurship Programming Support Grant

PERFORMANCE MEASURE #2

Dollars of follow-on investment in technology-based companies as a result of TIO programs

Results

FY22	FY23	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
\$5.2M	\$1.062M	\$128.17M	\$174.15M	\$1.12M				\$1.12M	\$2M

MEASURE DESCRIPTION: New investment in a tech company assisted by the Technology and Innovation Office (TIO) from non-state sources. This may include follow-on funding a company receives after receiving a grant from TIO or a company that successfully identifies funding after receiving technical assistance from TIO.

Note: Data above from years prior to FY26 are the fiscal year totals for the same performance measure as applied to the Office of Strategy, Science & Technology, which was previously within the Economic Development Division before being included in the Technology and Innovation Office when it was established as a division and launched in FY26.

DATA SOURCE/METHODOLOGY: The company reports the new funding to TIO or TIO is made aware of the new funding in a report or the media.

STORY BEHIND THE DATA: One company received follow-on funding in the first quarter of FY26:

- YEEO Eco-Safe, an Albuquerque company that has licensed technology developed at the University of New Mexico to produce environmentally friendly mosquito larvicide, raised \$1.12 million in seed funding. The company was created with the support of a TIO grant (at the time the Office of Strategy, Science & Technology) in FY24 that included \$200,000 for business development and \$50,000 worth of entrepreneurship consulting to support their business launch and growth.

IMPROVEMENT ACTION PLAN: On track to meet annual target.

PERFORMANCE MEASURE #3

Federal grant dollars awarded as a result of Technology and Innovation Office efforts

Results

Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	FY26 Total	FY26 Target
0				0	Explanatory

MEASURE DESCRIPTION: The amount of federal grant dollars awarded to New Mexico universities, businesses, communities, or organizations as a result of Technology and Innovation office efforts and/or provided funds.

DATA SOURCE/METHODOLOGY: Results are reported by team members and tracked at the division level.

STORY BEHIND THE DATA: No applicable federal grant dollars were awarded in the first quarter –two New Mexico proposals were semifinalists for the \$160 million Regional Innovation Engines program but were notified that they were not selected as finalists.

IMPROVEMENT ACTION PLAN: TIO continues to work with the ecosystem to support funding proposals.