



FY2013 Third Quarter Performance Report

New Mexico Economic Development Department (NMEDD) FY 2013

Third Quarter Performance Report and
Update on Strategic Plan Objectives

Mission:

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

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Office of the Secretary (OFS)

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

Performance Measure	FY13 Target	YTD Results
Percent of performance measure targets in the General Appropriations Act that were met	85%	Reported Annually
Total number of jobs created due to economic development department efforts	2,500	2,693
Total number of rural jobs created	1,100	1,199
Total number of urban jobs created	1,400	1,494

Highlights

During Q3 of FY13 the New Mexico Economic Development Department assisted in the creation of 389 jobs, exceeding the Department's annual target.

During the 2013 Legislative session the Martinez Administration and members of the Legislature worked together to pass and sign in to law a comprehensive jobs and tax package, which will make New Mexico more competitive, diversify our economy and attract private investment.

The *New Mexico Jobs Package* contains many items to help New Mexico businesses and the state's recruiting efforts. It includes reducing the state's corporate income tax rate from 7.6 to 5.9 percent and an elective single sales factor for manufacturers. Additional successes from the *Jobs Package*:

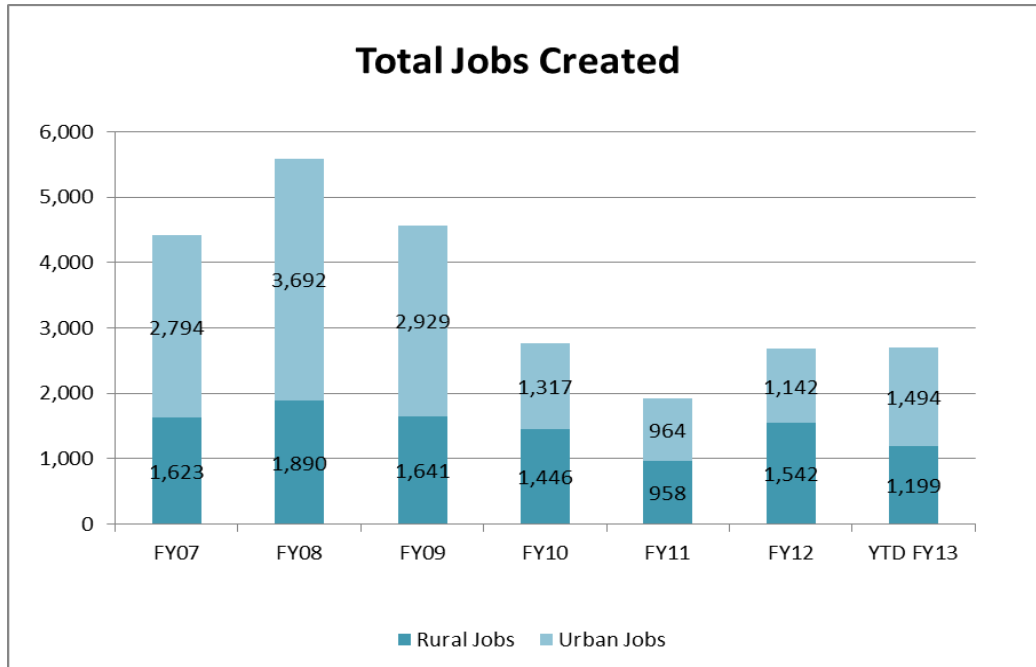
- \$3.3 million for LEDA
- \$3 million for the Job Training Incentive Program
- Space Flight Informed Consent Bill
- \$1 million for New Mexico MainStreet programs

During the quarter, it was announced that New Mexico led the nation in export growth in 2012, with exports up 42 percent over 2011 according to figures released by the International Trade Administration. New Mexico was one of only 11 states to achieve double-digit export growth and led the next -highest growing state by six percentage points. In addition, New Mexico's 2012 exports to Mexico are up 33 percent over its 2011 numbers, increasing from \$464,545,999 to \$617,609,684, an all-time high.

In February, the New Mexico Border Authority announced record breaking commercial crossing numbers at the border ports of entry for 2012. The Santa Teresa Port of Entry processed 81,339 commercial trucks – 13 percent higher than any year on record. The Columbus Port of Entry processed 10,627 commercial trucks with 18 percent more crossings than any year on record as well as an 11 percent increase in pedestrian traffic from the previous year. The creation of the Six Mile Overweight Cargo Radius in 2011 has contributed to the growth and increased traffic around the border ports of entry.

HT Micro, a micro fabricated switch manufacturer based in Albuquerque, hosted a ribbon cutting at their newly-renovated facility in March where Secretary Barela spoke on the importance of manufacturing in New Mexico. The company has hit a sharp growth curve and has seen an increase in the demand for its HT micro switches. As a result the company has recently hired five new employees and received JTIP funding to aid in their training costs.

Through the Economic Development Division, the Job Training Incentives Program awarded a total of 22 companies \$2,058,801.12 in funding during Q3 to hire and train 256 new workers.



RECRUITING NEW INDUSTRY: New Mexico Economic Development Corporation (Partnership or NMP)

The Economic Development Corporation, or Partnership, is a statutorily-created 501(c)3 non-profit organization created by the New Mexico Legislature in 2003. The Partnership contracts annually with the Economic Development Department to undertake a sales and marketing program to bring new business to New Mexico from other states and countries. The Partnership is directed by a board consisting of two representatives from seven regions of the state, and the Cabinet Secretary of the Economic Development Department.

Goal:

Partner with the department and local community economic development organizations to locate new businesses to New Mexico.

Objectives:

- Develop and implement a sales program, based on sustainable target industries, to generate leads and potential projects for the state

- Utilize quarterly meetings between the Office of the Secretary and partner communities to gather input to create and revise the sales program accordingly

Update:

Successful sales missions were taken during the quarter to the following regions with the number of meetings with corporations and site consulting firms indicated. Community/regional economic development groups that participated for the first time in the sales missions included Sierra County/Truth or Consequences and the Southwest New Mexico Council of Governments.

- Southern California (11 meetings)
- Phoenix (9)
- Cleveland and Detroit (11)

In order to more efficiently and regularly provide updates on prospect status to community and regional EDC's and NMEDD, a written report and quarterly conference call was held to review prospects.

The March NMP Board of Directors meeting was held in Clovis as part of a Board initiative to hold quarterly "face to face" meetings within each geographic quadrant of New Mexico. Community leaders attended the reception and dinner and briefings were presented on key economic drivers.

Objective:

- Partner with EDD programs and community organizations to successfully locate new companies to New Mexico

Update:

There were no locates during the third quarter. However, there have been nine site visits to the state since the beginning of the fiscal year.

Objective:

- Optimize limited resources by organizing sales missions near trade shows and clusters of target industries

Update:

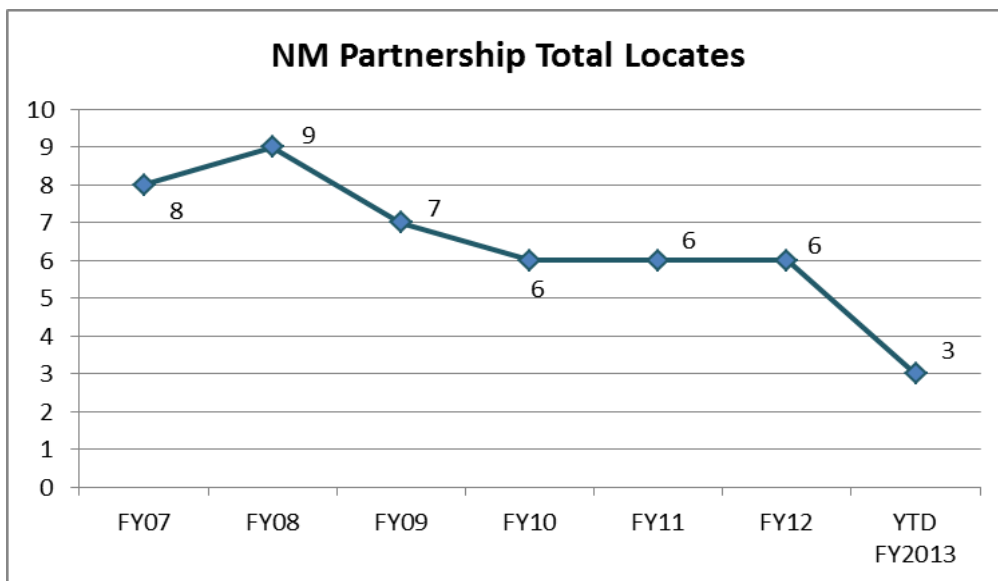
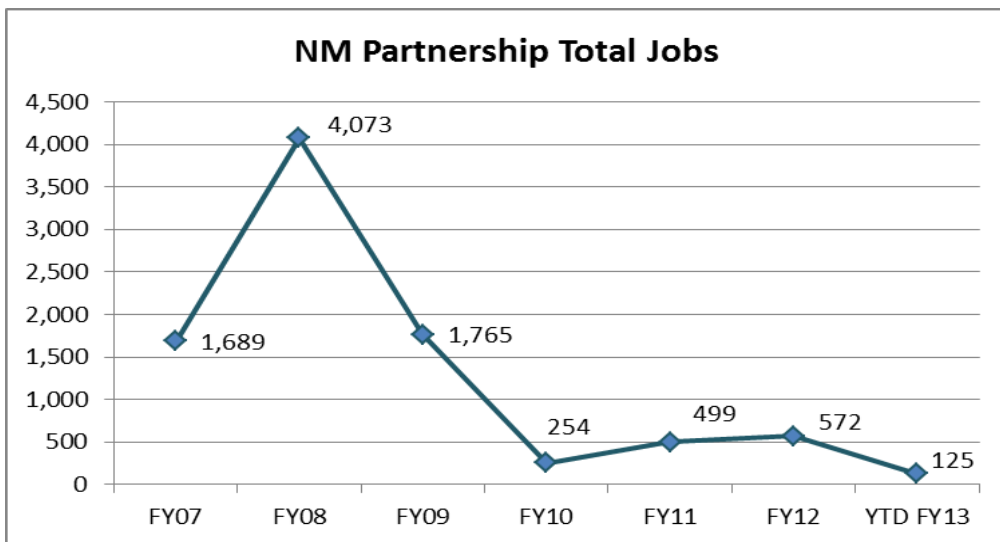
NMP participated in the following trade show and industry conference:

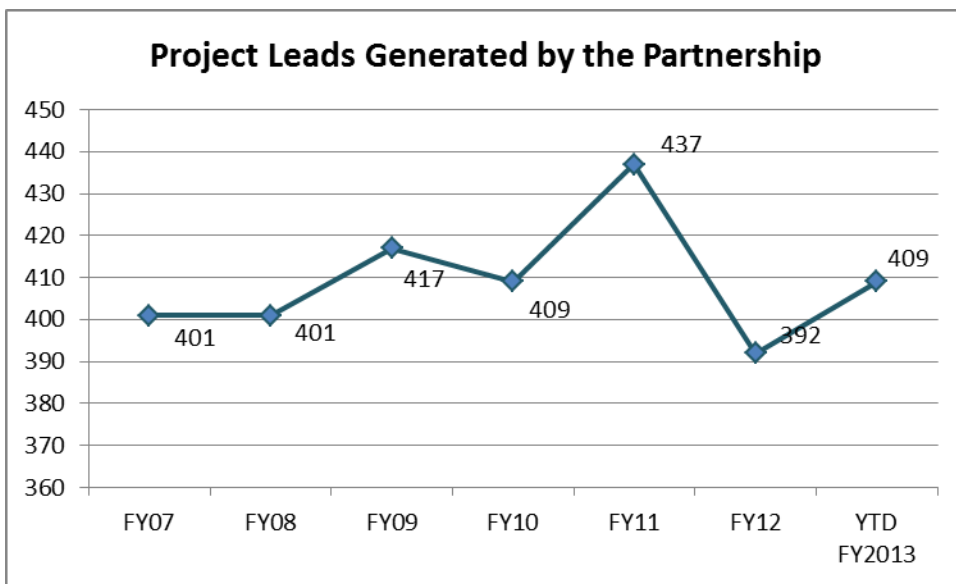
- ProMat (logistics)/Chicago
- International Asset Management Council(corporate real estate)/Charleston

NMP hosted a small dinner at IAMC for five site consultants and corporate executives. Mesilla Valley Economic Development Alliance, Rio Rancho EDC, and Alamogordo-Otero County EDC were co-sponsors.

Sales sheets on New Mexico's advantages for the Digital Media and Information Technology sectors were developed.

Performance Measure	Target	YTD Results
Number of jobs created through business relocations facilitated by the Economic Development Partnership	2,200	125
Number of business relocations facilitated by the Economic Development Partnership	12	3
Number of leads created through the EDP	405	409
Average annual cost per job created by the Partnership	\$500	Calculated annually





BUSINESS EXPANSION AND START-UPS: Economic Development Division

The mission of the Economic Development Division (EDD) is to assist local communities and businesses in retaining and creating better jobs, thriving communities and an exemplary quality of life for all New Mexicans.

Division Director

Relocation Projects:

Project Crown: The Company represented by Project Crown, announced it will expand to Baton Rouge, Louisiana.

Tasman Industries: The Company indicated it no longer has expansion plans but wanted to make contacts in Las Cruces.

First Research Science & Technology: The Company announced its plans to start up in Alamogordo in 2012, but more recently identified a facility and is working with the Finance Development Team to secure capital outlay for refurbishing the building. The Company plans to focus on product maturation, as well as market validation for the unmanned vehicle sector.

Retention Project:

Project Sandia: The Company reported issues with Taxation & Revenue which were resolved. The Company indicated its intent to stay in New Mexico which resulted in retaining over 700 jobs.

Expansion Projects:

HT MicroAnalytics cut the ribbon to its new facility in Albuquerque. The company applied for JTIP funds for five additional employees, but this represents only the first phase of its expansion plans.

Miscellaneous:

The Rural Economic Development Council held its second meeting in Santa Fe where the two task force chairmen provided an update as follows:

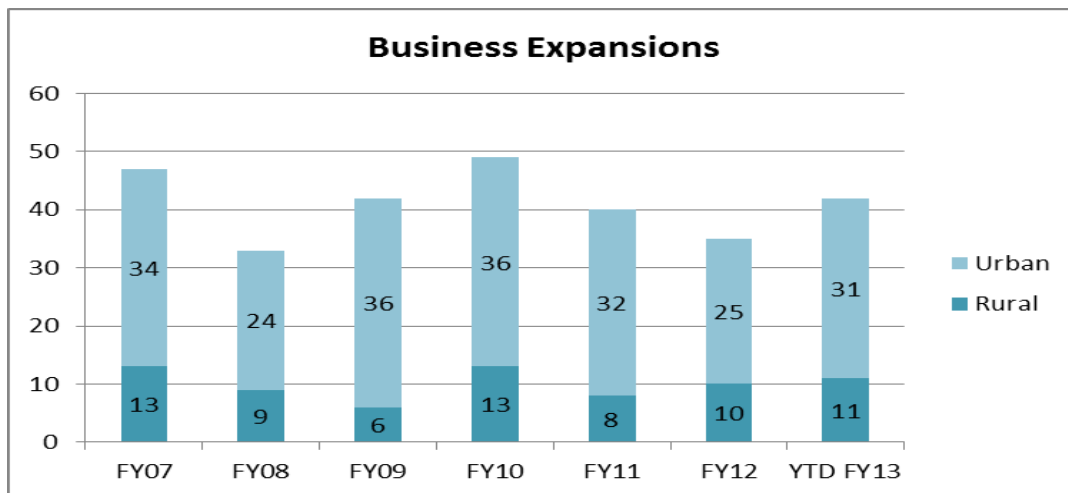
The first task force identified by the Council is focused on training. It was determined that economic/community development professionals and community leaders serving as public officials or

on economic development organization boards will be the target audience. The workshops/training will take place throughout New Mexico; topics will include the results of the 2013 Legislative Session, utilizing LEDA, and the importance of providing adequate resources for local economic development programs. Mr. Quintana, Executive Director of the Southeastern New Mexico Economic Development District, suggested that the training could be held during COG board meetings where there is a good representation of staff and elected officials from each community within the COG region. The Council also discussed the potential benefits of a web portal to guide businesses to incentives available to them and assistance appropriate to their needs.

The second task force is focused on capital outlay. Although many communities apply for and receive capital outlay for economic development projects they frequently fail to fund the organization that administers the funds and assures project completion. Mr. Rios, Sandoval County Manager, commented that the State might consider reassigning some portion of the one percent set aside for public art and dedicate it to local economic development funding? Several recommendations were made:

- Amend the department’s capital outlay application to ask what percentage of the local GRT the city and county obligate to the local economic development entity; and indicate on the application that funding a local economic development program will be part of the selection criteria for project funding. EDD agreed to amend the application to require information on the capital outlay application regarding the resources dedicated to the local economic development program.
- Require a local government to pass the ED portion of the GRT in order to receive economic development capital outlay funds.
- It was also suggested that this be incorporated into CCI designation, building on the requirement for a dedicated staff person.

Performance Measure	Target	YTD Results
Number of jobs created through business expansions	600	462
Number of business expansions	40	42
Number of urban business expansions	28	31
Number of rural business expansions	12	11



New Mexico MainStreet Program (NMMS)

Utilizing the National Trust Main Street Center's proven revitalization strategies, the Main Street Four Point Approach®, the program is part of an economic development network of more than 37 states and 1,200 communities across the country.

Goal: Create jobs in MainStreet districts

Objective:

- Create an environment to attract new business and entrepreneurs

Update:

1. Deming MainStreet has completed a draft, for City Council approval, of the Downtown Metropolitan Redevelopment Area and Tax Increment Finance District plan to encourage and strengthen future development in the downtown MainStreet District.
2. Silver City MainStreet completed a draft of the Silver City Big Ditch Master Plan, for Town Council adoption, to encourage and strengthen future development in the downtown MainStreet District.

Goal: Grow new businesses in downtown areas

Objective:

- Provide technical assistance on entrepreneur development, economic positioning, business retention & expansion, and recruitment; accessing financing tools, accessing incentives, the MainStreet revolving loan fund; and capital outlay funds

Update:

- The Murray Hotel in downtown Silver City has assumed new ownership. The remodeled historic hotel features 78 rooms, full service restaurant and bar and banquet facilities.
- New businesses were added in the following MainStreet Districts: Artesia, Carlsbad, Clayton, Clovis, Corrales, Farmington, Grants, Las Cruces, Los Alamos, Lovington, Raton, Roswell, Silver City, Truth or Consequences, Tucumcari, Belen, Zuni Pueblo.

Goal: Stimulate private sector reinvestment within MainStreet districts

Objective:

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

Update:

1. New Mexico MainStreet and the University of NM School of Architecture provided design assistance to Tucumcari and Clovis through the Design Planning Assistance Center for rehabilitation of their downtown historic theaters, the Princess in Tucumcari and the Lyceum in Clovis.

Goal: Complete building rehabilitations in MainStreet districts

Objective:

- Provide assistance to MainStreet organization’s façade renderings, historic preservation treatments, accessing revolving loan fund for building rehabs, access to historic preservation tax credits, and USDA grants

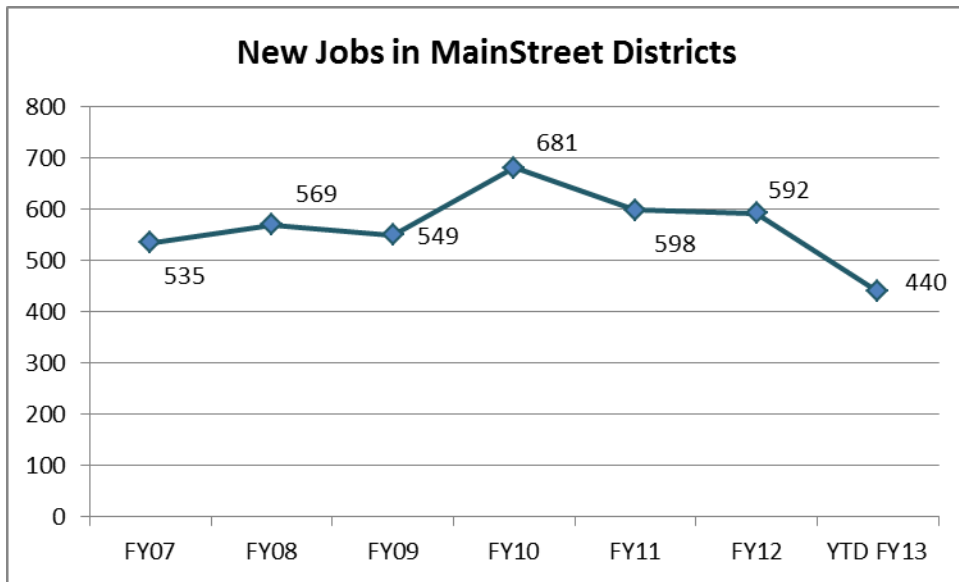
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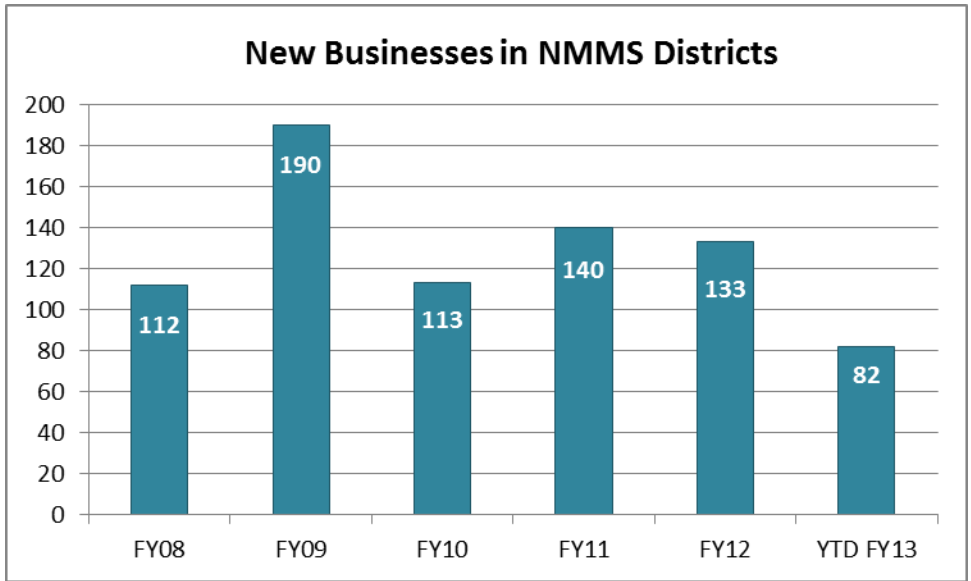
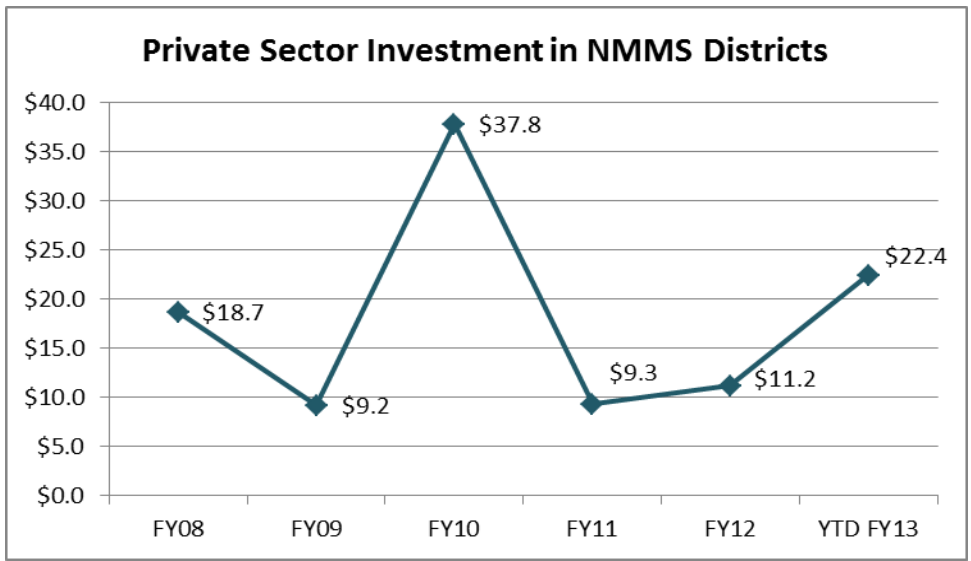
1. Clayton MainStreet received funding to purchase digital projection equipment for the historic Luna Theater. Without this upgrade the theater would have been out of business, losing jobs and revenue for surrounding downtown businesses.

Success Stories:

Clovis MainStreet has contracted with the City to manage the downtown Lyceum Theater, returning it to a functioning performance space for community use and generating revenue for Clovis MainStreet. The five Arts & Cultural Districts (Taos, Las Vegas, Silver City, Los Alamos & Downtown Action Team/ABQ) applied jointly for a NM Tourism Cooperative Advertising grant.

Performance Measure	Target	YTD Results
Number of communities participating in MainStreet	25	23
Number of jobs created by MainStreet	600	440
Dollars of private sector investment in MainStreet districts	\$9 million	\$22.3
Number of new businesses in MainStreet districts	140	82
Number of building rehabilitations completed in MainStreet Districts	150	85





Finance Development Team (FDT)

The Finance Development Team facilitates the growth of new and existing businesses by acting as a catalyst through the financing tools available within New Mexico.

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

Objectives:

- Assist the Office of the Secretary and the Community, Business and Rural Development Team in allocating capital outlay funds for Local Economic Development Act (LEDA) projects
- Assist communities to ensure Project Application; Project Ordinance and Project Participation Agreement comply with LEDA

Five Projects

- San Miguel County – Martinez Meats;
- City of Roswell – Roswell Rail;
- Town of Clayton Luna Theater Retrofit Infrastructure Project;
- Lea County – Industrial Park Water Infrastructure ;
- Dona Ana County – TE Connectivity

Objective:

- Assist communities with draw-down of project funds

Update:

All of the above listed projects received draw-downs except Lea County. LEDA documents have been finalized in preparation for the Lea County Commission meeting in April.

Additionally -

- Provided Greater Gallup EDC Board with LEDA Training
- Harding County requested LEDA Training – set for mid-spring
- Intergalactic application postponed for next fiscal year due to updates and amendments needed to County LEDA ordinance

Goal: Prepare projects for Smart Money and Collateral Support Program (State Small Business Credit Initiative allocation)

Objective:

- Provide outreach and support for the New Mexico Finance Authority’s Smart Money and Collateral Support Program (CSP)

Update:

- Team planned, coordinated and implemented a series of Collateral Support Program presentations to the following organizations and/or venues: “Finance Options” workshop in collaboration with NMFA; North Central New Mexico Economic Development District presentation; NM Brewers Guild Meeting; Santa Fe Hispano Chamber of Commerce; Santa Fe City Committee on Business and Quality of Life; Santa Fe commercial realtors group; Santa Fe entrepreneurs group; local cable TV program; Santa Fe County; NEEDO
- Regular participation in all-states/national SSBCI conference calls and webinars for SSBI funds/CSP
- Provided RBC Capital with material on CSP

Objective:

- Pursuant to the statewide Local Economic Development Act (LEDA), make economic development determination for Smart Money and Collateral Support Program Projects

Update:

Projects referred to the Collateral Support Program:

1. Mount Taylor Millworks: Loan consolidation and equipment note finance with possible land acquisition in Albuquerque
2. Santa Fe Foot and Ankle Clinic: Application to CSP & 504 program for expansion / additional location and renovation of existing 15,000 square-foot facility and working capital, \$1.5M project.
3. NTD Diagnostics & Neuro-rehabilitation, Carlsbad: SBA 504 & CSP for construction close out, equipment and working capital for 20,000 square-foot physical therapy facility, \$300,000 project.

Goal: Assist in the structuring and funding of projects statewide

Objectives:

- Provide technical assistance partnerships with the various Councils of Governments (COG's), local economic development agencies and regional organizations, to provide an extension of services not in place with a project or with the local governmental entity
- Bring together financing tools including debt and equity financing, cash incentives and tax credits to support economic development activities that improve and support employment opportunities in New Mexico

Update:

1. *Watts Thermoelectric LLC*: Potential relocation from Colorado considering Chama
2. *Project Target, Los Alamos & Albuquerque*: Advanced manufacturer of radiological assessment tool, \$70M (L.A.) IRB, land incentive, potential JTIP, and HWTC - ABQ component TBD
3. *Project Cal-Maine*: Financing options for the development of land parcel in South valley for a value added agriculture/green energy facility
4. *Amian & Gold/GTS*: Potential Data Center & broadband projects - entity waiting on finalization of procurement contracts before proceeding
5. *N. Dakota Energy Company*: Seeking potential funding sources for railway/truck oil transport project, referred to NM Partnership for follow up
6. *Mesa Photonics, Santa Fe*, a manufacturer of lasers: Presented information on JTIP, CSP, loans & tax credits
7. *Santa Fe Brewing Company*: Seeking energy tax credits, JTIP, and CSP and followed up with incentive questionnaire
8. *Marty's Meal*, a Santa Fe pet food manufacturer that is expanding: Referred the company to SF EDO for permitting assistance and JTIP Team for follow up.
9. *Troy McKinley*, a Utah biofuels company: Responded with relocation information and referred to NM Partnership

10. *Horizon Ag*: Responded with information on Rural Jobs Tax Credit and HWTC; followed up with incentive questionnaire
11. *Las Cruces Toyota Dealership*: Discussed potential expansion; referred to ELCDC & Regional Representative for follow up
12. *Carlsbad DOD*: Requested help locate regional airport marketing funding; identified DOT Small Community Air Service Development Program and forwarded information
13. *NeuroTechnology Devices, Inc.*: Reviewed business plan with Eddy County ED Larry Coalson and discussed with NMFA regarding possible CSP loan
14. *Blue Heron Brewing, Embudo*: Made a site visit and provided info on TC, USDA Grants, CSP, GRT deduction for manufacturing and JTIP, sent incentive questionnaire
15. *Taos Mesa Brewing*: Site visit to discuss an expansion, provided information on TC, USDA grants, CSP, GRT deduction for manufacturing, and JTIP, sent incentive questionnaire
16. *KTAOS*: Site visit regarding an expansion, provided information on Film tax credit, USDA grants, CSP; GRT deduction for manufacturing, and JTIP, and followed up w/ resource links
17. *Private Label Select, Taos*: Site visit and provided information on: TC, USDA grants, CSP; GRT deduction for manufacturing, OBA and JTIP
18. *Midtown Markets*, Taos: Site visit and provided information on USDA grants and CSP
19. *Taos Mountain Energy Bars*: Site visit regarding an expansion, provided information on TC, USDA grants, CSP and GRT deduction for manufacturing
20. *Francisco Gonzales, Taos Land Grant Administration*: Responded to an inquiry regarding bridge loan pending DFA funding and referred to NMFA for follow up
21. *OsoBio*, an expansion project in Albuquerque: Referred to NMFA for NMTC application in Round 12
22. *MegaCorp*, Albuquerque: Discussed use of HWJTC
23. *MCT Industries*, Bernalillo: Possible expansion depending on federal budget; incentive analysis completed and NMTC & IRB presentation given

Other Activities:

JTIP Financial Analysis:

- | | |
|-----------------------|------------------------|
| 1. Energy control | 13. Ideum |
| 2. HT Micro | 14. TriLumina |
| 3. NM Consortium | 15. Titan Aerospace |
| 4. NM Wineries | 16. YFab |
| 5. Sunland | 17. Jackrabbit Systems |
| 6. Infoware | 18. PureColor |
| 7. Still Solutions | 19. P4QUSA |
| 8. SK Infrared | 20. Santa Fe Brewing |
| 9. Mega Corp | 21. National water |
| 10. Lowes Call Center | 22. Martinez & sons |
| 11. PreCheck | 23. HT Microanalytical |
| 12. 3R | |

Angel Investment Tax Credit

Seven applications were processed:

Company	Total Investment	Tax Credit
Oligocide	\$65,000	\$16,250
Avisa Pharma	\$65,000	\$16,250
Exagen Diagnostics	\$214,183	\$25,000
Nano MR	\$100,000	\$23,562.50
IX Power Clean Water	\$50,000	\$12,500
Incitor, Inc.	\$156,250	\$23,812.50
Seamless Medical Systems	\$75,000	\$18,750
Lotus Leaf Coatings	<u>\$28791</u>	<u>\$7197.75</u>
Total in Quarter	\$1,282,590	\$152,323

Performance Measure	Target	YTD Results
Number of capital outlay projects funded	12	4
Number of projects prepared for Smart Money and Collateral Support Program	20	10
Number of businesses provided technical assistance in creating a funding package request and referred to the appropriate funding agency	5	58
Amount of new investment as a result of the Angel Investment Tax Credit	\$10 million	\$2,210,875

Job Training Incentive Program (JTIP)

The mission of JTIP is to assist in the development of New Mexico's economy by providing funds to support training for new employment opportunities, as well as provide skill enhancement to residents of New Mexico.

Goal: Increase company participation in JTIP

Objective:

- Promote JTIP in every region of the state, partnering with local and regional economic development organizations

Update:

Spoke with the following EDD partners either via telephone or site visit regarding JTIP and STEP-UP program details and collaboration between JTIP and the various entities.

- Roswell Economic Development (Bob Donnell, Jessica Chavez)
- Carlsbad Economic Development (John Waters)
- Albuquerque Economic Development (Debra Inman, Bob Walton)
- Rio Rancho Economic Development Corporation (Nathan Tafoya)
- Mesilla Valley Economic Development Alliance (Eric Montgomery)
- Bernalillo SBDC (Alfonso Velasquez)
- UNM Career Planning and Placement
- UNM Engineering Department STEP Program

Met with and provided JTIP and STEP-UP program information to the following entities, who in turn are interested in sharing said information with their client base:

- Nagel CPA's-Albuquerque
- KNAT-TV23-"Joy in Our Town" Public Affairs Program Interview on JTIP
- Presentation to the NM Brewers Guild
- ELCDC-Don Panagrossi
- NM Career Consortium of Educators and Employers
- Access Financial- Mark Zapatka
- Axiom CPA's (Ron Saavedra and Everett Trujillo)
- Atkinson CPA's (Dean Willingham)

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

- Ultramain, Albuquerque-Site Visit
- Real Rock Replications, Albuquerque-Site Visit
- Skinfrared, Albuquerque-Site Visit
- AerSale, Inc.-STEP-UP -Roswell-Site Visit
- Fat Man's Beef Jerky-Roswell-Site Visit
- Dean Baldwin Painting-JTIP-Roswell-Site Visit
- Stewart Industries-Roswell-Site Visit
- TKS-Carlsbad-Site Visit
- Cell Tech-Carlsbad-Site Visit
- RC Forest Products-Reserve
- PESCO-Bloomfield
- TurboCare-Farmington
- Tech Flow-Albuquerque
- SW Steel Coil-Santa Teresa
- Wise Recycling-Albuquerque-Site Visit
- Santa Fe Spirits-Santa Fe
- Whoos Donuts/Chocolatesmith-Santa Fe
- Mesa Photonics-Santa Fe-Site Visit
- Grocery Distributors, Inc.-Albuquerque-Site Visit
- NM Foods-Albuquerque-Site Visit
- Admiral Beverage-Albuquerque-Site Visit
- PreCheck-Alamogordo
- Bunzl-Albuquerque-Site Visit
- Eclipse Aerospace-Albuquerque-Site Visit
- Marble Brewery-Albuquerque-Site Visit
- Mega Corp.-Albuquerque-Site Visit
- Lowe's Customer Care Center-Albuquerque
- Mt. Taylor Millworks-Milan-Site Visit
- PureColor-Albuquerque-Site Visit
- Friedman Recycling-Albuquerque
- J & J Ethicon, Albuquerque
- Marty's Meals, Santa Fe
- Skorprios Technologies-Albuquerque-Site Visit
- Old Wood-Las Vegas

- Sunland, Inc.-Portales
- PreCheck-Alamogordo
- Still Solutions-Albuquerque-Site Visit
- Gap Shared Services-Albuquerque
- Plenish-Ranchos de Taos
- Taos Mountain Energy Bars-Taos
- InfoWhere-Albuquerque-Site Visit
- Santa Fe Brewing Co.-Santa Fe-Site Visit
- NanoCool-Albuquerque
- Interfasys-Albuquerque-Site Visit
- Private Label Select-Ranchos de Taos
- American Gypsum-Albuquerque-Site Visit
- Kodiak Fresh Produce-Tucumcari
- Sun Country Industries-Albuquerque-Site Visit
- RT Solutions-Albuquerque-Site Visit
- Navajo Spirit Clothing-Gallup
- Imagine Education-Taos
- Lexington Recycling-Chaparral
- Lavu, Inc., Albuquerque-Site Visit
- Nuvita, LLC, Albuquerque-Site Visit
- Marpac, Albuquerque-Site Visit
- Sun Country Industries, Albuquerque-Site Visit
- Rio Grande, Albuquerque-Site Visit
- Aspen Avionics, Albuquerque-Site Visit
- Studio GL, Albuquerque
- Riley Industrial, Farmington
- Horizon Ag Products, Cuba
- Udder Delight, Reserve
- Energy Control, Inc., Rio Rancho

Objective:

- Develop a marketing effort to increase the awareness and use of the Step-Up Program in rural communities; targeting small, emerging, high-wage companies whenever possible

Update:

A brochure was developed to assist the marketing effort. The JTIP and Step Up outreach now is combined so that all economic development organizations and companies are provided information on both programs simultaneously.

Objective:

- Develop an electronic and/or streamlined proposal in order to minimize paperwork experienced by applicants

Update:

Ongoing staff discussions are in progress with Salesforce.com contractor to create an online application/proposal development process. Demo will be presented to JTIP staff at meeting scheduled on Thursday, April 11, 2013

Goal: Increase the number of jobs funded through JTIP

Objectives:

- Work with other EDD programs to ensure consistency and accuracy when JTIP is offered to a new or existing business

Update:

Attended the UNM Career Fair Expo 2013 and shared program information with prospective JTIP participants. Staff presented JTIP and STEP-UP programs to the Santa Fe City Business and Quality of Life Committee on March 12, 2013.

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

Objectives:

- Encourage JTIP Board and staff to prioritize high-wage jobs
- Identify and contact more technology-intensive companies to create high-wage career opportunities for New Mexicans

Update:

Seventeen of the 22 companies approved for JTIP funding in the third quarter of FY13 are paying entry wages that align with the High Wage Job Tax Credit in both urban and rural locations.

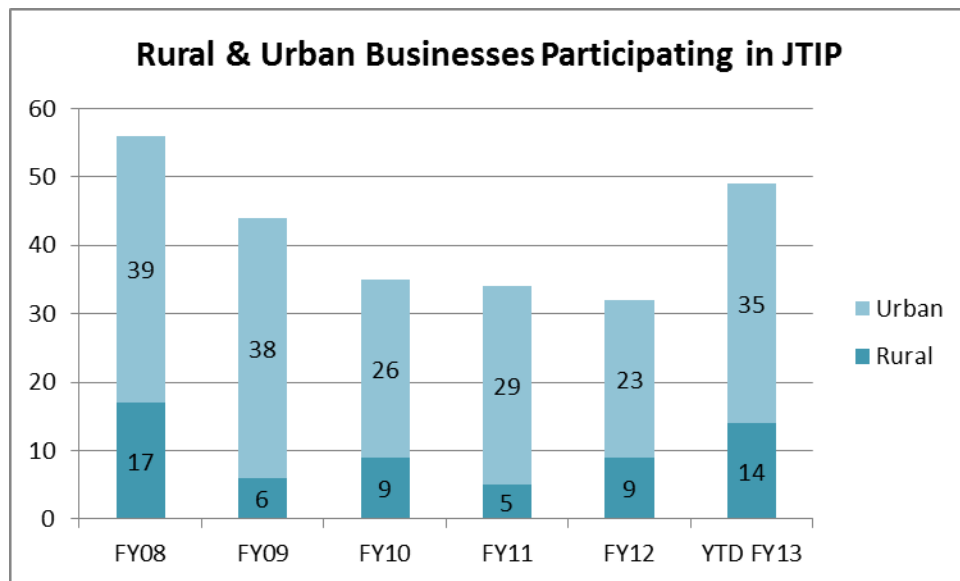
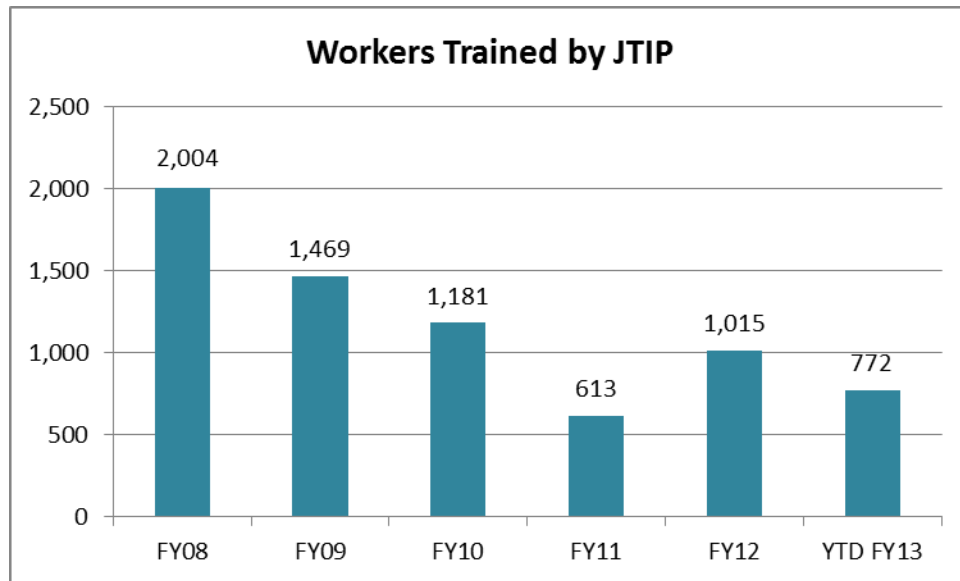
Ten companies approved for JTIP funding in the third quarter of FY13 are technology-intensive:

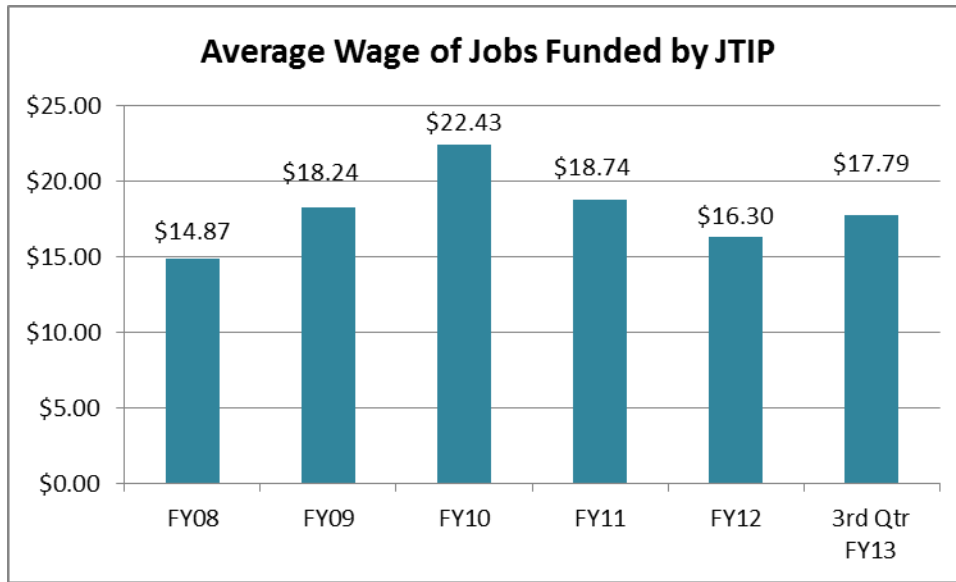
- HT MicroAnalytical-Albuquerque
- NM Consortium-Los Alamos
- Ideum, Inc.-Corrales
- Energy Control, Inc.-Rio Rancho
- Jackrabbit Systems-Santa Fe
- Titan Aerospace-Moriarty
- TriLumina-Albuquerque
- SKINfrared, Albuquerque
- InfoWhere, Albuquerque
- Still Solutions, Albuquerque

Other technology-intensive companies contacted either via telephone or site visit are:

- Ultramain, Albuquerque-Site Visit
- Cell Tech-Carlsbad-Site Visit
- Tech Flow-Albuquerque
- Mesa Photonics-Santa Fe
- Skorpis Technologies-Albuquerque
- Lavu, Inc.-Albuquerque-Site Visit

Performance Measure	Target	YTD Results
Number of workers trained by JTIP	1,000	772
Number of rural companies participating in JTIP	8	14
Number of businesses participating in JTIP	25	43
Average annual cost per JTIP trainee	\$2,500	Calculated annually
Average wage of jobs funded through JTIP	\$16/hr	\$17.79 (3 rd Qtr)
Percent of employees whose wages were subsidized by JTIP still employed by the company after one year	60%	Annual measure





Community, Business and Rural Development Team (CBRDT)

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

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

Objective:

- Assist communities in populating community profiles and a land and building inventory on EDD’s web site to encourage more communities to respond to PROs through the Certified Community Initiative process

The following communities completed community profiles on their respective web sites per CCI requirements:

- Cibola Communities
- Clayton/Union County
- Las Vegas/Sin Miguel County
- Roswell
- Clovis
- Carlsbad
- Hobbs
- Jal
- Eunice
- Tatum
- Alamogordo/Otero County
- Deming/Luna County
- Hidalgo County
- Village of Ruidoso
- Pojoaque Pueblo
- Espanola/Rio Arriba County
- City of Santa Fe
- Catron County
- Village of Reserve
- Grant County

- City of Bayard
- Town of Hurley
- Village of Santa Clara
- Town of Silver City
- Hidalgo County
- City of Lordsburg
- Village of Virden
- McKinley County
- Cibola County

The remaining communities should complete their community profiles by the end of the next quarter.

Objective:

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

Update:

Region 1

Village of Milan-Milan Industrial Park: working on the feasibility of providing fiber optics and data links.

CARE 66, Gallup: Housing Project in the Gallup Business Improvement District (BID). The project was referred to NMFA and Financial Team for finance options.

El Morro Valley Co-op, El Morro: USDA Rural Business Enterprise Grant business plan is in final review. Technical assistance to the entity was provided during the application process.

Region 2

Town of Cochiti has identified deteriorating pipes for the water and wastewater needs of the residents. The Town leases its property from the Pueblo. The Pueblo's planner has applied for several grants to rectify the situation. Technical assistance was provided to seek other sources of funding to include NMFA planning funds.

Pena Blanca identified a need for an improved residential drinking water supply. Currently the town relies on well water which has high levels of arsenic; working with state health and environmental officials on a solution. Technical assistance was provided to seek other sources of funding to include NMFA planning funds.

Region 3

Coordinated multiple meetings with a developer of a proposed renewable energy food and fuel farm, and the proposed project will be located in Belen. Technical assistance to complete the application for an NMFA Planning Grant was provided. Similar facilities are located in Florida.

Region 4

Colfax County: Colfax County Detention Center Renovation, Colfax County Airport at Angel Fire, Colfax County Health Clinic Projects/Upgrades, SOY Building Projects/Upgrades, Taos Colfax Community Services Projects/Upgrades. Seeking funding sources (state and federal).

Harding County: HC arena lights, RV hookups, bathrooms at fairgrounds. Arena generates funds from warm weather events and rodeo facility usage and clean up fees. That fund has a savings, seeking funding sources to leverage.

Mora County: Completion of Watrous community center/convention facilities. Community development facility needed. Priority on ICIP list but funding source not yet identified.

San Miguel County: Wood Business Park utility infrastructure to complete the phased developments for additional tenants. Farmers Market site plan and development to encourage and support AG-related activities. Capital outlay (CO) not appropriated for these so other sources being researched.

Union County: Focus is on community development and road improvements with some funding from the County. Town of Clayton adopted LEDA ordinance and received LEDA County funding for publicly-owned Luna Theater retrofit infrastructure Improvement. Retrofit will be complete by the end of May 2013.

Region 5

Otero County: Monitoring a road project in the county that is impacting current business operations, and potential expansion or development. The Office of Business Advocacy has been engaged and is assisting in the facilitation of a solution.

Region 6

Lea County: A water line extension project to serve Joule and International Isotopes is progressing. Documentation completed includes the IGA and PPA for LEDA Fund assistance in the amount of \$250,000.

Objective:

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

Update:

Region 1

Lemitar Diesel: City of Socorro land purchase and referral to SBDC for technical assistance to develop a business plan.

Navajo Spirits, Gallup: Expansion of one seamstress. Referral was made to JTIP Team to determine program eligibility.

ACOP Tek , Gallup/ABQ: Expansion of first employee for new office in Albuquerque. Grand opening is planned for June 1st. Referral was made to JTIP Team for qualification of a software development position. Technical assistance was provided during the start-up phase to include financing.

Thoreau Rail Port, Thoreau: Potential expansion could create 30 new jobs. This is potentially a LEDA infrastructure project; with participation of McKinley County, Navajo Nation, and BNSF Rail.

Glenwood Recycling, Catron County: Assisted with technical assistance for a start-up business plan and financing options. This project is in collaboration with Recycle New Mexico.

Zuni Tea Company, Zuni: Expansion of a two year old startup. Technical assistance for an updated business plan and financing options for equipment was provided.

Udder Delight, Glenwood: Assisted with expansion and automation of equipment; provided information to JTIP.

Region 2

Project Muttin, Albuquerque: Early stage of business expansion of a value-added product line.

Project Drink, Santa Fe (Cowboy-up Energy Drink): Provided technical assistance regarding funding of the beverage manufacturing company. The company is also interested in purchasing a building.

Project Gold, (Santa Fe Gold) Santa Fe: Discussing lease options with company; the Office of Business Advocacy is monitoring concerns of the business regarding regulatory issues.

Project Hide, (RocLoc) Santa Fe County: Provided information regarding real estate for their proposed relocation to New Mexico.

Project Resort, (Thalia, LLC) Taos County: Discussion regarding EB-5 Visa program regarding a \$50 million resort expansion; referred to Financial Development Team.

Project Distillery, (Don Quiote Distillery) Los Alamos: Discussion regarding new product lines and marketing efforts.

Region 3

Titan Aerospace, Moriarty: Project is in the final stages of R&D for production of solar powered unmanned aerial vehicles. The company has been funded exclusively with venture capital and has requested assistance in identifying additional funding for R&D. I worked with TVC to submit an application for an SBIR grant. I also made an initial determination that the company qualified for the R&D component of JTIP. The company currently employs up to 20 people; including 7 new employees funded by JTIP.

Interfasys, Albuquerque: The four principals of the company are being assisted with information on JTIP, High Wage Jobs Tax Credit, Technology Jobs Tax Credit, Investment Tax Credit and Angel and Investment Tax Credits. Interfasys designs, develops, implements and supports computer software applications for laboratories. One new job will be created with a proposed expansion.

Solaro Energy, Socorro: Project is being provided technical assistance with the Alternative Energy Product Manufacturing Tax Credit. Referral was made to the JTIP staff and the Office of Business Advocacy regarding other needs.

Skybridge Solar: Develops, acquires, owns and operates utility scale solar facilities. Skybridge will develop, construct, operate and maintain solar arrays at Moriarty's water treatment plant and other City facilities, and will pay all expenses. The City will purchase the power from the solar arrays under a Power Purchase Agreement (PPA). The approximate savings to the City over the term is \$1,500,000. The Moriarty City Council and EVEDA have asked for EDD assistance, yet to be determined.

The Dixon Apple Orchard was destroyed by a fire and flood. Many of the trees are still alive, but the infrastructure must be replaced. Adelante, an Albuquerque based nonprofit organization, is interested in purchasing the orchard to provide jobs for disabled veterans. Meetings were facilitated with the Cabinet Secretaries of Economic Development, Tourism and the Veteran's Administration. Capital outlay was not awarded during the last legislative session to purchase the assets. Adelante may enter into a lease agreement with the State Land Office to maintain the trees while pursuing permanent financing.

Region 4

Big Rig, Santa Rosa: Patent pending for licensing of manufacturing process; SBDC and NMSU Arrowhead will jointly collaborate on the business plan and testing of prototype.

Martinez Meats, Las Vegas: Follow up on business expansion and JTIP.

Region 5

Project Pegasus: Continue to monitor the progress of their announcement in Luna County

Region 6

Nu-Mex Plastics: Business is stable with no plans for expansion in the near future. Current head is count 17.

Stewart Industries: Company currently employs 50, and has plans to expand up to 200 additional jobs; expansion is mostly contingent upon their successful application as a sub FTZ, which is currently underway.

Fatman's Beef Jerky: Company has completed the expansion to Hagerman which included 8 new hires, expectations are to add 3 more ovens in July and add 8 to 10 new hires.

Additional Activities:

Region 1

Catron County: Facilitated Southwest Regional Recreation Staff to provide a community tour and meeting with local business and individuals in the Glenwood Region on the reopening of the Catwalk. Provided technical assistance to the economic development committee regarding an application to Tourism Department for matching funds for new web site as well as interpretive signage needs.

Socorro County: Assist the Village of Magdalena on replacement of grocery store. A regional action committee is to be appointed to follow up with a USDA RBEG application.

McKinley County: Assisted Gamerco and Associates with transfer of ownership of the largest private industrial land in McKinley County surrounding Gallup. The new ownership initiative has been an eight year effort and is scheduled to close in June 2013.

Region 2

Project Tree: Individual desires joint venture with Pojoaque Pueblo to obtain federal contract for IT help desk functions; plans are to expand to other agencies if contract is awarded.

Sandoval County Comprehensive Economic Development Plan: Worked closely with county officials to provide assistance with contract overview and direction for next follow-up community meetings next quarter.

Los Alamos County, New Mexico Consortium: Commercial applications for bio products; referred to JTIP.

Town of Taos: Working on their Economic Development Comprehensive Plan, a consultant has been hired and community meetings have been scheduled.

Region 3

The regional representative serves as the Chair of the Program Committee for the Rural Forum to be held in Los Lunas on August 6-8, 2013. Committee meetings are held monthly.

Updating the “Energizing Your Local Economy” workbook for the Economic Development Course held every year in Silver City in May.

The Central NM Economic Development Collaborative is an informal group consisting of Bernalillo, Sandoval, Torrance and Valencia County economic developers, and MRCOG staff members. The group meets monthly and is currently discussing public relations opportunities to market central New Mexico. The next initiative is to educate the participating economic developers on federal training programs administered by MRCOG, for business training requirements that don’t qualify for JTIP.

MRCOG’s Community Development staff and I meet monthly to discuss potential projects in Region 3. Among the projects that I’ve participated in was a meeting to introduce services available to the newly incorporated City of Rio Communities. A mayor and city council will be elected in mid-May. In the meantime, an economic development committee has been formed and the EDD regional representative will work with the committee, and have offered initially to assist local businesses with information on financing and incentives.

The Greater Belen EDC is a nonprofit organization that has been in existence for approximately 15 years. The City of Belen is establishing its own economic development organization. GBEDC will either dissolve or be incorporated into the City organization. A separate non-profit organization is considering the formation of a county-wide economic development organization. Assistance is being provided.

Serve on a working group for the City of Albuquerque to develop a Section 108 loan program from CDBG entitlement funds. I assisted with the identification of existing programs and

development of the types of information to be included in a gap analysis. The gap analysis will be completed by an intern hired by the City, with my continuing assistance.

Participating on a committee to identify local, state and federal assistance to the proposed Valencia County hospital project located in Los Lunas. I provide the same assistance, more informally, to the developers of the proposed Valencia County hospital in Belen, including information on statutory state incentives. The Valencia County Commission will provide up to \$20 million in mil levy funding for administration once a hospital has been built, and has final approval over the location. A decision will be made within the next quarter.

Assisted with development of a business plan and searching for financing for an Albuquerque manufacturer of playground equipment. WESST has expressed an interest. The Loan Fund is also considering the project.

Region 4

NEEDO – Comprehensive Strategic ED Plan. Incorporating all assets, profiles, short and long term needs and goals for each community member of NEEDO in the five county region. A draft plan has been completed.

Town of Clayton adopted LEDA ordinance and received LEDA-CO funding for public owned Luna Theater retrofit infrastructure improvement. Retrofit will be complete at the end of May 2013 and will create 2 full time jobs. The infrastructure project also paves the way for other new products: broadcasted live operas, concerts, rodeos, sports games, other lives events.

Region 5

Pursue leads for a vacant 60,000 SF facility that can house 500 employees in the Deming area and followed up on a potential LEDA project in the Silver City area, possibly conducting a land swap between to local entities.

Region 6

TKS – Tessengerlo Kerley: Services is currently working on a \$3 million dollar expansion. Assistance is being provided regarding a potential JTIP application.
 Sunland Peanuts: Successfully applied for the Step-Up Program and they are currently working towards reopening of the peanut butter production. Assistance is also being provided on a local application for LEDA funds in the amount of \$600,000.

Tucumcari Cheese: Assistance is being provided regarding their expansion plans, which includes JTIP and financing options. Technical assistance and guidance is being provided to the proposed bank on the CSP. The proposed expansion will include approximately \$1.3 million and 8 new jobs. Finalization of the financing expected next quarter.

Performance Measure	Target	Mid-Year Results
Number of certified communities	40	24
Percentage of communities with completed community profiles and a land and building inventory populated on EDD’s web site	100%	90%

Tribal Liaison Program

TRIBAL ECONOMIC DEVELOPMENT ADVISORY COUNCIL

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

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

Objectives:

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

Update:

Cochiti Pueblo received a grant from the Transportation Department to fund the visitor center for Tent Rocks National Monument, parking lot, and small retail center.

Currently in discussions with staff at Indian Affairs Department regarding the need to have a portion of the fund (TIF) set aside specifically for economic development projects

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

Objective:

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

Update:

The best practices for tribes are to create an environment where the Tribe is conducting Economic Development through a tribal position and business development through a development organization. Both Laguna and Acoma have development organizations, Laguna Development Corporation and Acoma Business Enterprises, and they have a local economic developer employed. The Pueblo of Zuni Tribal Council is totally engaged in moving away from a Tribal driven economy and allowing the entrepreneurship of tribal members dictate the development of jobs and taxes through the establishment of Zuni Mainstreet. The newly drafted LEDA ordinance helps create an environment where applicants can complete incentive applications without judging whether the Tribe will receive enough lease payments on Tribal or land allocation lease holders. The message is the creation of employment and growth will increase tax revenue and lease income. The Zuni Tribal Economic Development Director is currently pursuing IEDC Certification. Presentations of the Tax and Revenue Cooperative Agreement have been made to Pueblos of Zuni, Acoma and Laguna.

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

Objective:

- Develop a job creation overview of the economy in each diverse tribal community.

Update:

Tesuque Pueblo is working on a marketing campaign for their outdoor market initiative. The Northern Pueblos Housing Authority has been awarded a grant to conduct economic development activities for Tesuque, San Ildefonso, and Picuris Pueblos. The entity continues to pursue economic development initiatives on behalf of the three Pueblos. They are currently reviewing the assets of the Pueblos and are looking at renewable energy opportunities.

The Mescalero Apache saw mill continues to finalize a financing deal through the New Mexico Finance Authority (NMFA). Other avenues of financing are also being considered. This action will restore 20 jobs at the facility with potential for additional growth.

The Navajo Nation has engaged with BNSF to complete their first Rail Port Project in Thoreau. This collaboration is between the Navajo Nation and BNSF Railroad. The investment is the result of the new Locomotive Fuel Excise Tax recently signed into law. A request has been made for consideration of \$350,000 application for capital outlay (LEDA) funds for this project.

Laguna Pueblo just completed a retreat on economic development with tribal leaders and Laguna Development Corporation that should impact the creation of a tribal economic development position.

Acoma Pueblo was just awarded a SBA Hub Zone designation from the US Small Business Administration under a small business concern with Sky City Communications, LLC Tribal Enterprise.

The Pueblo of Zuni Mainstreet Program continues its emerging organization efforts as it becomes a full time program. Tribal Leaders are amazed with the publicity and excitement that this program has given their community. Businesses like Zuni Tea Company and Zuni Shopping Center continue to expand with new equipment and new strategic locations adapting to changing markets and shopping patterns. There is a need for a resort but the Tribe has committed to expansion of existing and new tribal members businesses. That allow for the first time tribal members given the empowerment of job creation ownership.

Additional Activities:

NMEDD attended the quarterly Tribal Liaison meeting scheduled in February.

NMEDD coordinated a site visit for Project Tree at Pojoaque Pueblo. The project has the potential for 30-40 jobs to start. The project is an IT help desk model.

NMEDD has dedicated a scholarship to the New Mexico Economic Development Course held annually every May to the Native American community. The scholarship honors Bob Johnson.

Office of International Trade (OIT)

OIT applied for and received a \$187,802 federal grant from the Small Business Administration. The grant will be part of a larger initiative that OIT will execute over the next 12 months including many trade shows and missions listed below.

Goal: Increase New-to-Export Companies and help existing exporters enter new export markets

Objective:

- Conduct trade and investment missions to include the following:

Update:

Missions and trade shows undertaken during the quarter include the following:

- Assisted in the coordination of the Albuquerque/Bernalillo County Trade Alliance mission to Israel with participation from five New Mexico companies seeking to promote their products and with meetings arranged by the New Mexico Middle East Trade Office.
- Organized participation in the Integrated Systems Europe event in Amsterdam, Netherlands for Ideum Corporation, Corrales, to exhibit touchscreen technology to European representatives.
- Organized participation in the Biofach 2013 trade show in Nuremberg, Germany for Private Label Select in February 2013.

New-to-export clients and services provided by OIT with results:

1. FLUTE, a rural northern NM water technology company, is being sponsored for the SBA STEP Grant and participating in an outreach program to China.

New-to-market (NTM) exporters assisted, markets identified and results:

1. Ideum Corporation appointing new distribution network and located business partners at the Integrated Systems Europe event under the SBA STEP Grant program.
2. Aromaland, Inc. was assisted in closing first export order to Hong Kong market for \$25,000.00.
3. Mountain Equipment exported first Gas Separators product to Thailand.
4. Old Wood, Las Vegas, exported first order of wood products to Kuwait in the Middle East.

International Business Transactions for the 3rd Quarter:

1. Basic Dental Implants, Inc. expanded sales of bio titanium dental implants to China and Taiwan by \$45,000 with assistance for licensing and distribution from OIT and the NM Taiwan Trade Office.
2. Marpac, Ind. completed follow-up sales of \$50,000 to Hong Kong distributor with assistance from the New Mexico Taiwan Trade Office.
3. Private Label Select, Inc. participated in the Biofach 2013 event in Nuremberg, Germany and reports follow-on sales from the Hong Kong Cosmoprof event of \$25,000 initial order from two major Hong Kong cosmetic/pharmaceutical marketing companies, with assistance from the Taiwan Trade Office.
4. Mountain Equipment Corp. received assistance in processing gas separator order to Thailand in the amount of \$60,000.

5. Distar, Inc. shipped Therasnore, anti-snoring appliance to the United Kingdom in the amount of \$15,000.
6. CIC Photonics, Inc. ships gas analyzer unit to Chile of \$37,000 from distributor contact obtained during the New Mexico Latin American Trade mission to Argentina, Brazil and Chile
7. Consulted Old Wood in their completed order of \$816,000 to Kuwait jointly with the US Department of Commerce, Export Assistance Center in Santa Fe.

Performance Measures	Target	YTD Results
New-to-Export (NTE) clients identified and assisted	10	10
Existing exporters assisted in entering new markets	10	13
Number of international trade transactions	30	25
Number of ISO trained businesses	10	3

Office of Business Advocacy

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

Objective:

- Increase new case load and solved cases throughout the year

Cases Successfully Solved During the Quarter:

1. BE Resources and AMEC Beryllium Discovery (EMNR), big discovery but drilling permits are going to be tough for company. Cost of recovery given current market costs not feasible.
2. The Hollar, restaurant in Madrid, (NMENV) dealing with animal farm located in close proximity to outdoor service area. Convened meeting with NMENV to discuss available options. No further action requested.
3. Haven Behavioral Healthcare-(NMDOH) Haven is interested in converting the former Lovelace Hospital’s remaining 500,000 square feet for use as a behavioral healthcare facility. Research covenants in order to advise company of next steps needed.
4. Kaufmans West LLC (GSD) Company was concerned the original intent of the equal wages requirements was inappropriately implemented. Issue clarified and closed.
5. Aqua Farming Vertical Grow (NM Dept. of Game & Fish) Mr. Victor Medina Gonzales wants to Aqua Farm in NM. Provided licensing information needed.
6. Pecos Valley Bar & Grill (The Complex) (NM Fire Marshal) Issues with getting Fire Marshall's approval on inspection of fire suppression systems. Issue resolved with the inspector.
7. Cuantitas Physical & Sports Therapy (NM Health Dept.) Company is trying to have their State Permit expedited in order to open before the end of the year 2013. Application was reviewed by needed deadline.
8. NM Foods (Little Anita’s & Los Cuates) (Dept. of Tax & Rev) Company is having some contracting and tax questions related to new hires. Identified the correct T&R auditor to address issues.
9. Key to Life Counseling (DMV) Company looking to provide an enhanced DUI training program. Needed contact name which was provided.

10. High Desert Counseling Services (DOH) Developmental Disabilities (DD) Medicaid Waiver Program (DDSD) Company changed name to Mis Amigos. Issue was how to transfer name. Worked with DOH to ensure name changes recorded and all licenses transferred.
11. Photonics Consulting Inc. (PRC) Assisted the Company with foreign corporation registration requirements in NM.
12. Pendleton Gas Station Harding County (NMENV Issue) The company needed a service provider to stay in business. Connected with SBDC to change their business model to provide full retail services.
13. Super Tucano Project, New airplane for Cannon Air Force Base-no action from the developer backing the project. Legacy project closed due to no new information or requests from the initial company that inquired.
14. Santa Rosa Power Agreement- City looking at a possible renegotiation with PNM on PPA agreements. Options provided and regulations outlined. No further action required.

Performance Measure	Target	YTD FY 13 Results
Number of new business advocacy cases opened	100	71
Number of business advocacy cases solved	30	35

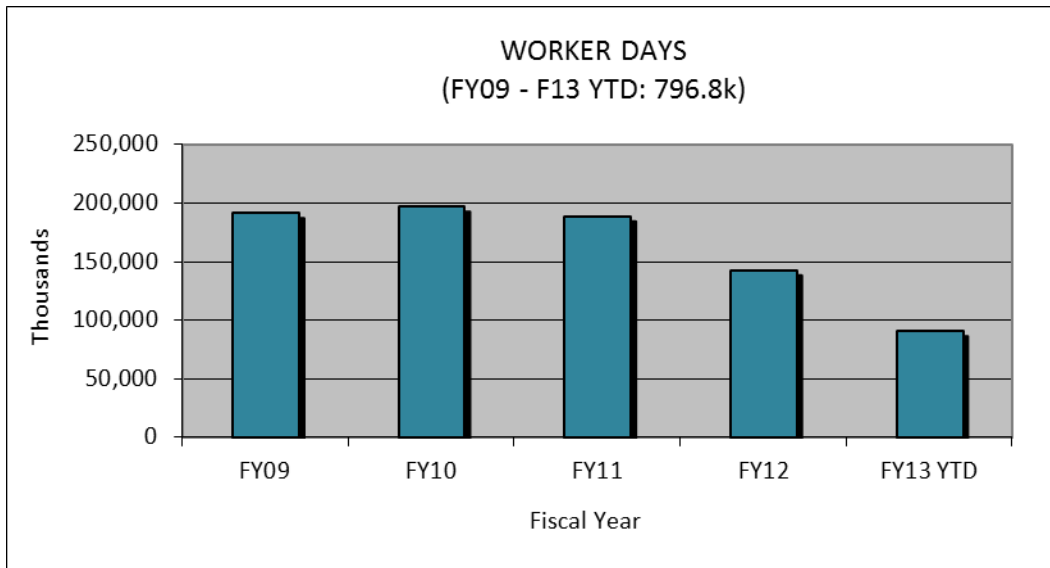
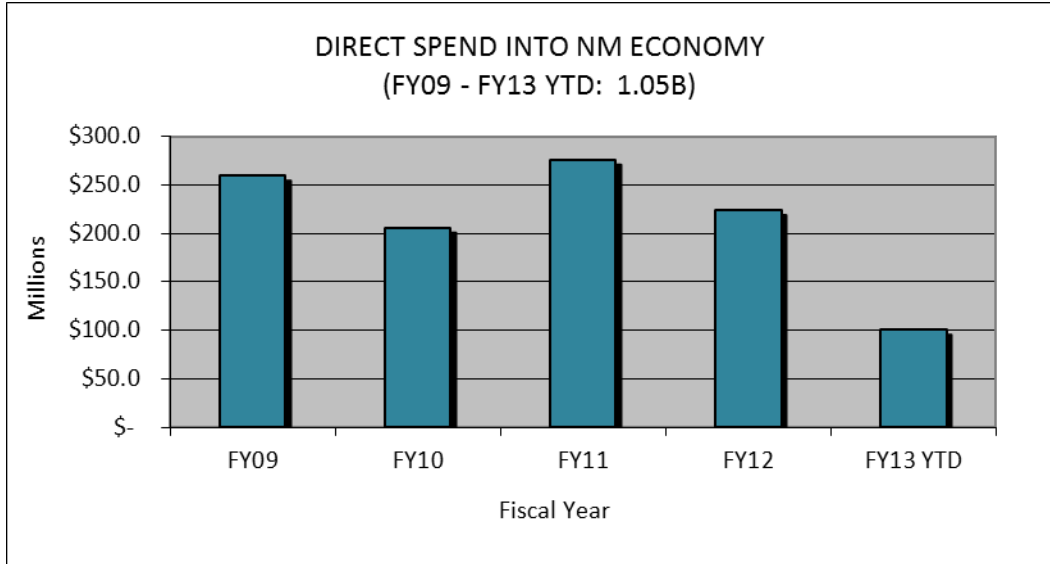
New Mexico Film Office (NMFO)

The NMFO will continue its focus on the five categories as outlined in the 2013 fiscal year strategic plan and to strengthen the division's mission. For the purposes of clarification, these categories have been consolidated into three main initiatives: Recruitment Initiative, Statewide Outreach Initiatives and Workforce Development.

1. **Recruitment Initiative:** The primary tool to attract productions and emerging media businesses to our state is the Film Production Refundable Tax Credit. This initiative also includes determining the economic impact and effectiveness of this credit to assist in these recruitment efforts.
2. **Statewide Outreach Initiatives:** There are a variety of ways to work with local communities, schools, filmmakers and chambers in order to assist and promote the industry and the jobs it creates. Five ways to increase effective outreach are as follows: 1) Town halls, regional meetings and social media assist in educating the public on the industry and the NMFO's mission; 2) Education Initiatives provides an opportunity to learn about film and media programs throughout New Mexico; 3) The Statewide Film Liaison Network trains individuals in the production process and encourages filmmaking in rural areas; 4) Film Tourism gives communities an additional way to market to visitors making a positive economic impact and to benefit from the success of the industry; and 5) The NM Filmmakers Program which creates support and resources for resident filmmakers so that they can pursue their projects and careers in the state;
3. **Workforce Development:** Programs under the Job Training Incentive Program for Film & Multimedia assist in increasing the skills level of New Mexico residents in the industry and keeping talent in our state.

Although still a top contender, New Mexico has seen increasing competition in forty-two (42) other states as well as other countries. Fiscal year 2011 totaled \$276.7 million of direct spend into the economy by productions (just surpassing FY08 by \$2 million). Fiscal year 2012 totaled \$224.6 million in direct spend. The FY13 YTD is \$94 million; however we anticipate significant increase in the last quarter.

1. Recruitment Initiative:



Goal: Attract production, post production and digital media companies to New Mexico for economic growth and job creation.

- **Objective:**

The objective is to continue to meet with studios, major independent production companies and industry-related vendors to review New Mexico’s Refundable Film Production Tax Credit Program and other state resources; and, to promote and market incentive and location resources to attract potential projects; and develop strategies to recruit companies’ specific to emerging media.

Third Quarter Results: In January, NMFO Director met with studio executives in Los Angeles regarding the Refundable Film Production Tax Credit and Film Tourism. Ten pre-production meetings took place in the third quarter at local production offices. NMFO Director and staff continued to meet with producers, location managers, directors and vendors. There was a significant increase of inquiries particularly for location assistance. In March, legislation was passed that will affect the program in April of 2013 and support recruitment efforts. According to the NM Tax and Revenue website, as of March 31, 2013, forty-three (43) film production refunds claims were authorized totaling \$23,002,125.

2. Statewide Outreach Initiatives

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

Objective:

Create outreach programs for the general public, educational entities, local governments; to establish and track the economic benefit of film production through tourism; research avenues to continue filmmakers' events and competitions; promote outreach through website, emails, social media and weekly radio show.

Third Quarter Results: The NMFO participated in Film & Media Day at the Capitol on February 22. Staff members also began plans for the NM Film & Media Industry Conference to take place in the fourth quarter.

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

Third Quarter Results: Outreach Manager met with several local organizations regarding their industry-related programs including the Santa Fe Children's Museum, Dessert Academy, Albuquerque Public Schools Film Advisory Board and Future Voices of New Mexico Students' Film Festival.

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

Third Quarter Results: Liaisons were invited to participate in annual locations tradeshow in fourth quarter. Two additional communities requested participation in this network.

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

Third Quarter Results: The Secretary of Tourism and the NMFO Director met with Studios in LA regarding the New Mexico Film Tourism initiative. The NMFO also met with Tourism to continue to develop a "True Adventure" to coincide with the release of *The Lone Ranger* which is scheduled for July 2013.

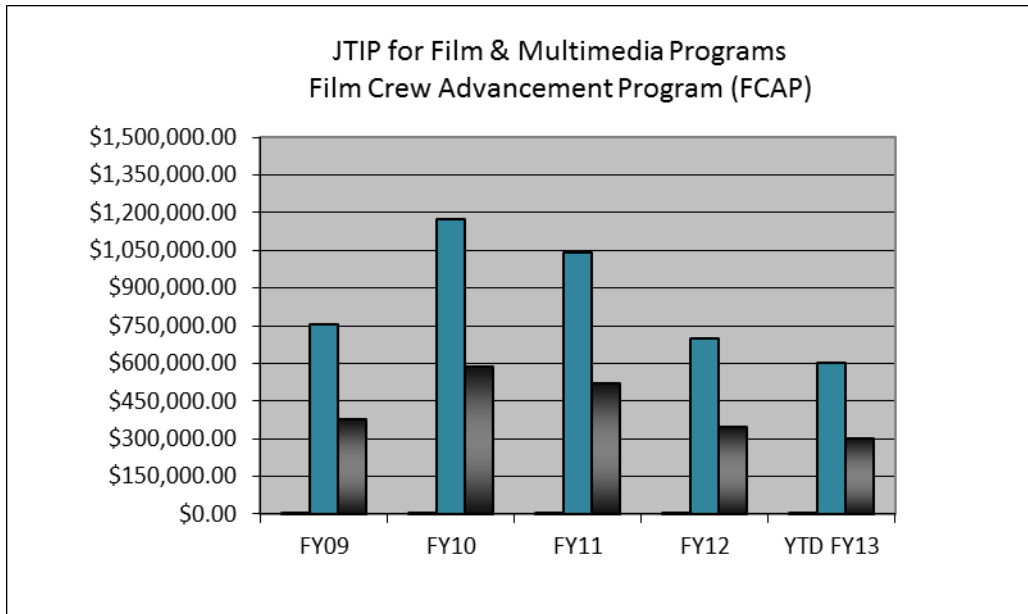
NM Filmmakers Program – continue to support the hundreds of local filmmakers through the benefits of contract awards, screenings, workshops and conferences

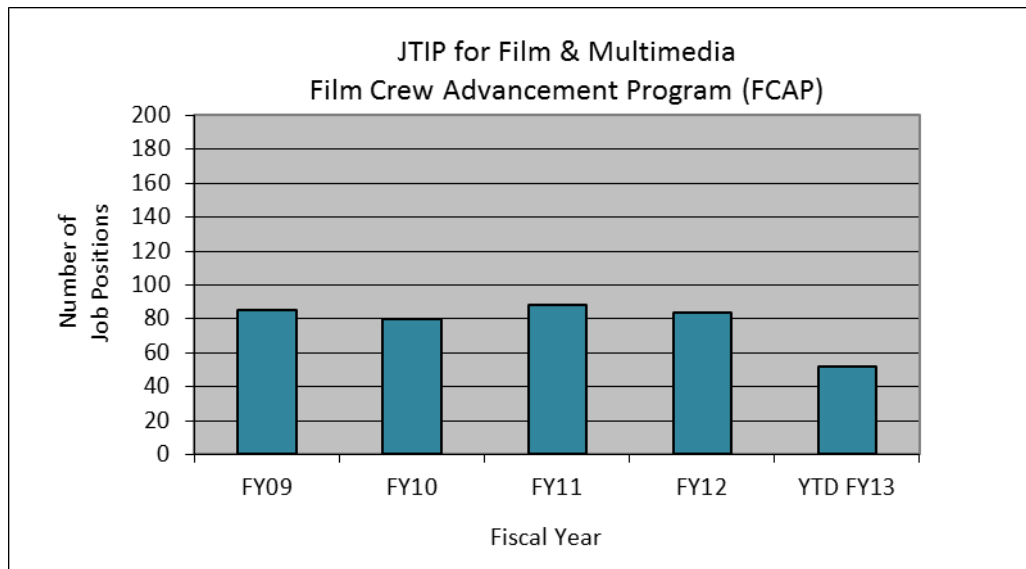
Third Quarter Results: The NM Filmmakers Experience had a successful launch in February with a filmmakers’ panel for Black History Month. There were also two events in March: a panel discussion by local film composers and a local film screening followed by a Q&A with the Director.

Workforce Development: JTIP for Film & Multimedia Programs:

A. Film Crew Advancement Program (FCAP)

Fiscal Year	Number of Participating Companies	# of Job Positions	Wages Earned (Training Hours Only)	Reimbursement
FY09	13	85	\$756,948.38	\$ 378,474.19
FY10	12	80	\$1,175,433.00	\$ 587,716.50
FY11	15	88	\$1,038,870.02	\$ 519,435.01
FY12	11	84	\$696,996.88	\$ 348,498.44
YTD FY13	8	52	\$600,523.72	\$ 300,261.86
Total YTD	59	389	\$4,268,772.00	\$ 2,134,386.00





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

- **Objective:**

Implemented in 2004, this on-the-job training program focuses on New Mexico residents working in primarily technical industry positions. This program serves as an incentive for participating companies to provide more job opportunities. The program provides a 50% reimbursement of the qualified participants’ wages to the participating company for up to 1040 hours physically worked by the crewmember. Companies are approved by the Chair of the Job Training Incentive Program (JTIP) Board. The objective is to increase awareness and participation of this program.

Third Quarter Results: Two (2) companies have been approved with nine (9) New Mexico participants. There are six (6) companies who are scheduled to participate for the fourth quarter and eight (8) companies who are scheduled to participate for fiscal year 14.

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

Fiscal Year	Number of Workshops	# of Trainees	Reimbursement
FY09	15	386	\$61,118.02
FY10	9	198	\$58,675.19
FY11	3	35	\$9,122.46
FY12	4	70	\$17,371.97
YTD 13	2	28	\$5,209.99
Total YTD	33	717	\$151,497.63

Since fiscal year 2009, 41 workshops and lectures have taken place with 950 New Mexico participants. The reimbursement total was \$176,102.89.

Goal: Pre-employment training program (PETP) is intended to furnish qualified manpower resources for the film and multimedia industry. Three sub-programs exist: one for film technicians, one for creative above-the-line talent (currently on hold) and one for post-production and media.

- **Objective:**

Implemented in 2006, the intention of PETP workshops and lectures is to assist the development of New Mexico’s economy by providing reimbursement funds to contractors facilitating short-term intensive courses, workshops or lectures that primarily relate to technical film and television job positions. Contractors are approved by the Chair of the Job Training Incentive Program (JTIP) Board. In 2012, PETP for Emerging Media was approved by the board.

Third Quarter Results: No workshops took place in this quarter. The Film Division anticipates holding two (2) workshops in the fourth quarter.

Performance Measure	Target	YTD Results
Number of media industry worker days	150,000	91,065
Economic impact of media industry productions in NM	\$300M	\$303M
Number of films & media projects principally photographed in NM	85	36
Number of major film productions made in NM greater than \$1 million	17	13
Number of workshops to train film crew technicians to serve the industry	6	2
Number of production companies participating in the Film Crew Advancement Program	8	8

Appendix

New Mexico Economic Development Department					
FY13 Performance Results					
<i>Division & Measure</i>	<i>Target</i>	<i>1st Quarter Results</i>	<i>2nd Quarter Results</i>	<i>3rd Quarter Results</i>	<i>Year to Date Totals</i>
Office of the Secretary					
Percent of performance measure targets in the general appropriation act that were met	85%	Annual	Annual	Annual	Annual
Number of rural & urban jobs created	2,500	1,089	1,215	389	2,693
Number of rural jobs created	1,100	248	703	248	1,199
Number of urban jobs created	2,000	841	512	141	1,494
New Mexico Economic Development Corporation (Partnership)					
Number of jobs created through business relocations facilitated by the Partnership	2,200	100	25	0	125
Number of company relocations (NMEDP)	12	2	1	0	3
Number of leads created through the EDP	405	128	138	143	409
Average annual cost per EDP job created	\$500	Annual	Annual	Annual	Annual
Economic Development Division					
Jobs created by business expansions	600	147	78	237	462
Number of business expansions	40	14	10	18	42
Number of urban business expansions	32	10	8	13	31
Number of rural business expansions	12	4	2	5	11
MainStreet					
Number of communities participating in MainStreet	25	23	23	23	23
Jobs created by MainStreet	600	126	197	117	440
Dollars of private sector investment in MainStreet districts	\$9 million	\$4,865,239	\$3,415,466	\$14,081,511	\$22,362,216
Number of new businesses in MainStreet districts	140	30	31	21	82
Number of building rehabilitations completed in MainStreet Districts	150	31	30	24	85
Financial Development Team					
Number of capital outlay projects funded	12	1	0	3	4
Number of projects prepared for Smart Money and Collateral Support Program	20	2	5	3	10
Number of businesses provided technical assistance in creating a funding package request and referred to the appropriate funding agency	5	15	20	23	58
Amount of new investment as a result of the Angel Investment Tax Credit	\$10 million	\$264,889	\$663,396	\$1,282,590	\$2,210,875
Community, Business, and Rural Development Team					
Number of certified communities	40	23	23	23	23
Percentage of CCI communities with completed community profiles and a land and building inventory populated on EDD's web site	100%	66%	66%	66%	90%
Job Training Incentive Program					
Number of workers trained by JTIP**	1,000	450	66	256	772
Number of rural companies participating in JTIP	8	5	3	6	14
Number of businesses participating in JTIP	25	15	10	18	43
Average annual cost per JTIP trainee	\$2,500	Annual	Annual	Annual	Annual
Average wage of jobs funded through the Job Training Incentive Program	\$16/hr	\$15.12	\$35.02	\$17.79	Annual
Percent of employees whose wages were subsidized by the job training incentive program still employed by the company after one year.	60%	Annual	Annual	Annual	Annual
Office of Business Advocacy					
Number of business advocacy cases opened	100	27	22	22	71
Number of business advocacy cases solved	30	10	11	14	35
Office of International Trade					
Number of new-to-export (NTE) clients identified and assisted	10	3	6	1	10
Number of existing exporters assisted in entering new markets	10	2	7	4	13
Number of international trade transactions	30	2	16	7	25
Number of businesses trained by NM9000 quality management standards	10	0	3	0	3
Film Office					
Number of media industry worker days	150,000	43,770	31,570	15,725	91,065
Economic impact of media industry productions in New Mexico, in millions	\$300	\$142.2	\$93.9	\$66.9	\$303.0
Number of films & media projects principally photographed in New Mexico	85	13	14	9	36
Number of major film productions made in New Mexico greater than 1 million dollars	17	5	4	4	13
Number of workshops to train film crew technicians to serve the industry	6	1	1	0	2
Number of production companies participating in the Film Crew Advancement Program (minimum of 8 trainees per company)	8	2	4	2	8
Administrative Services Division					
Number of payment vouchers accurately processed within seventy-two hours of receipt	75%	Annual	Annual		Annual
Measure included in the General Appropriations Act					

NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT FY13 PERFORMANCE REPORTING: COMPANIES ASSISTED IN CREATING NEW JOBS

First Quarter: July 1, 2012 through September 30, 2012

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Intergalactic Bread Company	Bakery	Santa Fe	7/22/2012	OBA			2				2	0
Sitel	Customer service center	Las Cruces	7/22/2012	CBRDT	200						200	0
JackRabbit Systems	Customized software	Santa Fe	7/31/2012	JTIP			2				2	0
Knockout Mtl Wrx	Precision machine shop	Albuquerque	7/31/2012	JTIP			1				1	0
Compass Components	Electronics manufacturing	Deming	7/31/2012	JTIP				8			0	8
IntelliCyt Corp.	Life sciences	Albuquerque	7/31/2012	JTIP			4				4	0
Lovelace Health System CBO	Backoffice Support	Albuquerque	7/31/2012	JTIP			22				22	0
Martinez & Sons Processing	Meat processing	Las Vegas	7/31/2012	JTIP					8		0	8
NanoMR	Medical devices	Albuquerque	7/31/2012	JTIP			1				1	0
Incitor	Biomass fuel development	Albuquerque	7/31/2012	JTIP			6				6	0
Ideum, Inc.	Interactive software development	Corrales	8/20/2012	JTIP			7				7	0
ClosedWon, LLC	Web application development	Albuquerque	8/20/2012	JTIP			3				3	0
Western Baking Corp.	Manufacturing	Alamogordo	8/20/2012	JTIP				19			0	19
Air USA	Corporate headquarters	Albuquerque	9/12/2012	Ofc of the Sec	200						200	0
Bizlink	Electronics manufacturer	Santa Teresa	9/12/2012	Partnership		70					0	70
Ferza	Logistics	Santa Teresa	9/12/2012	Partnership		30					0	30
JH Rose	Logistics	Santa Teresa	9/20/2012	Ofc of the Sec				20			0	20
L & M Radiators	Manufacturing	Las Cruces	9/20/2012	Ofc of the Sec			50				50	0
Plenish, Inc.	Cosmetic product manufacturer	Taos	9/20/2012	JTIP				2			0	2
Alliance Data	Customer service center	Rio Rancho	9/20/2012	JTIP	308						308	0
MainStreet (see quarterly report)			9/30/2012								35	91
TOTALS FOR 1ST QUARTER					708	100	98	49	0	8	841	248

Second Quarter: October 1, 2012 through December 31, 2012

Kinesio USA	sports tape manufacturing	Albuquerque			15						15	
Criterion Systems	IT defense contractor	Albuquerque	10/15/2012	Partnership	25						25	
Western Baking Corporation	cookie & cracker manufacturer	Alamogordo	10/19/2012	EDD		500						500
CPFD Software, LLC	CAE software development	Albuquerque	10/30/2012	JTIP			1				1	
Fair Oaks Farm Brands	milk-based products	Dexter	10/30/2012	JTIP				10				10
Lowe's	customer support center	Albuquerque	11/13/2012	Ofc of the Sec	300						300	
UniRac, Inc.	photovoltaic racking systems	Albuquerque	11/21/2012	JTIP			2				2	
Exhib-it!	exhibit & graphic production	Albuquerque	11/21/2012	JTIP			1				1	
IntelliCyt	life sciences technologies	Albuquerque	11/21/2012	JTIP			1				1	
MSDSpro, LLC	software development	Rio Rancho	11/21/2012	JTIP			1				1	
Stolar Research Corporation	homeland security technologies	Rio Rancho	12/13/2012	EDD			50				50	
NanoCool	temperature-controlled packaging	Albuquerque	12/20/2012	JTIP			1				1	
New Mexico Wineries, Inc.	winery	Deming	12/20/2012	JTIP				10				10
Solaro Energy	solar products manufacturing	Socorro	12/20/2012	Ofc of the Sec		100						100
La Puerta Originals	custom doors/gates manufacturing	Santa Fe	12/20/2012	OBA			1				1	
MainStreet (see quarterly report)			12/31/2012								114	83
TOTALS FOR 2ND QUARTER					340	600	58	20	0	0	512	703
MID-YEAR TOTALS					1,048	700	156	69	0	8	1,353	951

Third Quarter: January 1, 2013 through March 31, 2013

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
HT MicroAnalytical, Inc.	switch manufacturer	Albuquerque	1/11/2013	JTIP			6				6	
NM Consortium	R&D collaborative organization	Los Alamos	1/11/2013	JTIP			1				1	
Ideum, Inc.	design & create interactive exhibits	Corrales	1/11/2013	JTIP				4				4
Energy Control, Inc.	renewable energy products	Rio Rancho	1/11/2013	JTIP			1				1	
Y Fab	plastic fabrication	Albuquerque	2/8/2013	JTIP					10		10	
JackRabbit Systems	Customized software	Santa Fe	2/8/2013	JTIP			7				7	
Titan Aerospace	solar-powered UAV manufacturer	Moriarty	2/8/2013	CBRDT		7						7
Martinez & Sons Processing	Meat processing	Las Vegas	2/8/2013	JTIP				12				12
P4Q USA	solar tracking controller mftr.	Albuquerque	2/8/2013	JTIP	15						15	
National Water Services	water purification systems mftr.	Santa Fe	3/8/2013	JTIP			2				2	
PureColor, Inc.	chemicals coating manufacturer	Albuquerque	3/8/2013	JTIP			1				1	
TriLumina	semiconductor laser manufacturer	Albuquerque	3/8/2013	JTIP			2				2	
Santa Fe Brewing	brewery	Santa Fe	3/8/2013	JTIP			3				3	
NM Wineries	winery	Deming	3/8/2013	JTIP				1				1
Mega Corp, Inc.	specialty hauling equipment mftr.	Albuquerque	3/8/2013	JTIP			12				12	
Real Rock Replications	landscape material manufacturer	Albuquerque	3/8/2013	JTIP					3		3	
Lowe's Customer Service Center	Customer service center	Albuquerque	3/8/2013	JTIP			74				74	
SKINfrared	biomedical diagnostics R&D	Albuquerque	3/8/2013	JTIP			1				1	
InfoWhere	GIS software & data development	Albuquerque	3/8/2013	JTIP			1				1	
Still Solutions	communications hosting systems	Albuquerque	3/8/2013	JTIP			2				2	
Fatman's Beef Jerky	beef jerky production	Hagerman	3/18/2013	CBRDT				7				7
TE Connectivity	distribution facility	Santa Teresa	3/14/2013	Ofc of the Sec				100				100
MainStreet (see quarterly report)			3/31/2013									117
TOTALS FOR 3RD QUARTER					15	7	113	124	13	0	141	248
YEAR-TO-DATE TOTALS					1,063	707	269	193	13	8	1,494	1,199

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

New Mexico Economic Development Department					
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Administrative Services Division					
Number of payment vouchers accurately processed within seventy-two hours of receipt	75%	Annual	Annual		Annual
<i>Measure included in the General Appropriations Act</i>					

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

From: Steve Vierck, President and CEO/NMP

Date: April 17, 2013

Subject: New Mexico Partnership Third Quarter Report FY2012-13 Report

The New Mexico Partnership's main emphasis during the quarter continued to be identifying and developing increased numbers of qualified prospects for business relocation/expansion. Significant progress in rebuilding the "pipeline" was made during the quarter with prospect generation numbers double what they were a year ago. Completed projects continue to lag although stronger results are anticipated in future quarters due to the expanded prospect pipeline. Additional time is being dedicated to developing and finalizing current prospects in order to improve locates and employment results which continue to significantly lag improvements in other areas.

Sales Missions:

Successful sales missions were taken during the quarter to the following regions with the number of meetings with corporations and site consulting firms indicated. Community/regional economic development groups that participated for the first time in the sales missions included Sierra County/Truth or Consequences and the Southwest New Mexico Council of Governments.

- Southern California (11 meetings)
- Phoenix (9)
- Cleveland and Detroit (11)

Trade Shows/Industry Conferences:

NMP participated in the following trade show and industry conference:

- ProMat (logistics)/Chicago
- International Asset Management Council(corporate real estate)/Charleston

NMP hosted a small dinner at IAMC for 5 site consultants and corporate executives. Mesilla Valley Economic Development Alliance, Rio Rancho EDC, and Alamogordo-Otero County EDC were co-sponsors.

Sales sheets on New Mexico's advantages for the Digital Media and Information Technology sectors were developed.

Social Media:

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

Website:

Several website enhancements were made including additional maps, employer lists, and updates to the information about target sectors and incentives.

Prospect Data Base:

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

Communication:

In order to more efficiently and regularly provide updates on prospect status to community and regional EDC's and NMEDD, a written report and quarterly conference call was held to review prospects.

The March NMP Board of Directors meeting was held in Clovis as part of a Board initiative to hold quarterly "face to face" meetings within each geographic quadrant of New Mexico. Community leaders attended the reception and dinner and briefings were presented on key economic drivers.

A quarterly newsletter was sent. Community tours were taken of Grants and Carlsbad in order to gain greater familiarity with assets. Presentations on NMP and economic development were made to two Leadership New Mexico groups and the Santa Fe Chamber. Three legislative committee meetings were attended in support of increased NMP and NMEDD funding.

Other Progress:

The NMP office was moved to a better office building more conducive to hosting prospective companies. Our information technology connectivity was shifted to the "cloud" better enabling our two contractors to access data and largely nullifies the risk of our remaining server crashing.

The private sector fundraising effort commenced with a task force appointed and an action plan and list of prospects developed. A goal of raising \$200,000 in cash and \$50,000 in-kind contributions was established. Support collateral materials are being developed.

3rd Quarter/Year-to-date Results (% of YTD Objective):

We're seeing increasing lead and prospect development. There were no locates during the quarter.

Leads: 143/385 (118% of YTD)

Prospects: 23/47 (104% of YTD)

Locates: 0/3 (25% of YTD)

Jobs: 0/125 (8% of YTD)

New Mexico MainStreet Quarterly Report Matrix
January - March 2013

Community	1 No. of Net New Businesses	2 No. of Private Business Expansions	3 No. of Private Building Rehabs	3A No. Receiving Design Asst.	4 Private Reinvestment (2+3)	5 No. of Public Sector Improvements	6 Public Sector Improvement Dollars	7 No. of Public/ Private Projects	8 Public/ Private Project Dollars	9 No. of New Bldgs.	10 New Building Dollars	11 Net New Jobs
Artesia	2		7		\$191,649							5
Carlsbad	1											1
Clovis	1		1		\$12,700,000							2
Corrales		1										1
Farmington	1											2
Grants	0	2										3
Hobbs												
Las Cruces			1		\$25,000							
Los Alamos	7					4	\$543,577			1	\$19,509,347	38
Portales	-3	2	2		\$5,600	1	\$2,500	1	\$3,000			18
Roswell	1		5		\$816,000							11
Silver City	1	1						2	\$15,000			8
Clayton	3									1	\$150,000	12
Las Vegas	-1									1	\$50,000	-4
Raton	1											2
Tucumcari	1	1				2	\$359,500					3
Deming												
Lovington	3	1	4		\$320,212							7
DAT - Abq												
Nob Hill - Abq												
Belen	0											1
T or C	2		4		23050							6
Zuni	1					1	\$25,000					1
TOTALS	21	8	24	0	\$14,081,511	8	\$930,577	3	\$18,000	3	\$19,709,347	117
	1 No. of Net New Businesses	2 No. of Private Business Expansions	3 No. of Private Building Rehabs	3A No. Receiving Design Asst.	4 Private Reinvestment (2+3)	5 No. of Public Sector Improvements	6 Public Sector Improvement Dollars	7 No. of Public/ Private Projects	8 Public/ Private Project Dollars	9 No. of New Bldgs.	10 New Building Dollars	11 Net New Jobs

12A	12B	12C	12D	13A1	13A2	13B1	13B2	14A	14A	15	16A	16B
No. of Public Sector Grants	Public Sector Grant Dollars	No. of Private Sector Grants	Private Sector Grant Dollars	No. of Special Events	Special Event Direct Profit Dollars	No. of Promotions	Promotions Direct Profit Dollars	No. of Housing Units Rental	No. of Housing Units Owner	Volunteer Hours	Buildings Purchased	Bldg Purch Price (\$)
				1	\$2,000					229		
										67		
		1	\$10,000	1	\$2,500			59		430		
										85		
				1	\$800	1				288		
		3	\$55,000	3	\$366					353	1	\$225,000
										626		
		2	\$150	3	\$120	1	\$200			37		
				2						100		
		1	\$50,000	3						667	0	-\$259,000
1	\$100,000									295	1	\$80,000
		2	\$12,500	1	\$400					402	2	\$390,000
				1	\$2,000					67		
		1	\$5,000							316	1	\$65,000
3	\$15,473			4						248	2	\$223,000
1	\$35,000									563		
										105	1	\$100,000
						1				319	2	\$2,620,000
										97		
5	\$150,473	10	\$132,650	20	\$8,186	3	\$200	59	0	5,390	10	\$3,444,000
12A	12B	12C	12D	13A	13B	13C	14A	14B	14C	15	16A	16B
No. of Public Sector Grants	Public Sector Grant Dollars	No. of Private Sector Grants	Private Sector Grant Dollars	No. of Special Events	Special Event Direct Profit Dollars	No. of Promotions	Promotions Direct Profit Dollars	No. of Housing Units Rental	No. of Housing Units Owner	Volunteer Hours	Buildings Purchased	Bldg Purch Price (\$)

**JTIP Quarterly Report
FY13 - 3rd Quarter**

January

Company	Obligated	Jobs	RPH	City	County	Rural	Urban	Cost/Trainee	Begin Date	Co. Type
HT MicroAnalytical, Inc.	105,066	5	37.26	Albuquerque	Bernalillo		x		1/11/2013	Expansion
NM Consortium	12,000	1	19.23	Los Alamos	Los Alamos		x		1/11/2013	Expansion
Ideum, Inc.	82,703	4	28.06	Corrales	Sandoval				1/11/2013	Expansion
Energy Control, Inc.	14,751	1	24.04	Rio Rancho	Sandoval		x		1/11/2013	Expansion
Total	214,520	11	14.14				3	19,501.85		

February

Company	Obligated	Jobs	RPH	City	County	Rural	Urban	Cost/Trainee	Begin Date	Co. Type
JackRabbit Systems	120,279	7	32.60	Santa Fe	Santa Fe				2/8/2013	Expansion
Y Fab	185,874	10	33.65	Albuquerque	Bernalillo		x		2/8/2013	Start-Up
Titan Aerospace	135,020	7	25.00	Moriarty	Torrance	x			2/8/2013	Relocation
Martinez & Sons Processing	72,363	12	13.01	Las Vegas	San Miguel				2/8/2013	Start-Up
P4Q USA	59,212	10	15.15	Albuquerque	Bernalillo		x		2/8/2013	Start-Up
National Water Services	6,544	1	16.50	Santa Fe	Santa Fe		x		2/8/2013	Expansion
PureColor, Inc.	7,100	1	15.25	Albuquerque	Bernalillo		x		2/8/2013	Expansion
TriLumina	85,084	2	70.00	Albuquerque	Bernalillo		x		2/8/2013	Expansion
Santa Fe Brewing Company	24,842	3	24.04	Santa Fe	Santa Fe	x			2/8/2013	Expansion
NM Wineries (Amendment)	9,720	1	13.50	Deming	Luna				2/8/2013	Expansion
HT Microanalytical (Amendment)	20,621	1	62.50	Albuquerque	Bernalillo				2/8/2013	Expansion
Total	726,659	55	24.86			2	5	13,211.97		

March

Company	Obligated	Jobs	RPH	City	County	Rural	Urban	Cost/Trainee	Begin Date	Co. Type
National Water Services	8,140	1	17.00	Santa Fe	Santa Fe				3/8/2013	Expansion
Lowe's Customer Support Center	638,403	129	16.53	Albuquerque	Bernalillo		x		3/8/2013	Expansion
Mega Corp, Inc.	79,320	12	16.63	Albuquerque	Bernalillo		x		3/8/2013	Expansion
3R	13,480	3	13.00	Albuquerque	Bernalillo		x		3/8/2013	Start-Up
PreCheck, Inc.	264,565	41	12.11	Alamogordo	Otero	x			3/8/2013	Expansion
SKINfrared	18,875	1	31.25	Albuquerque	Bernalillo		x		3/8/2013	Expansion
InfoWhere	36,428	1	60.00	Albuquerque	Bernalillo		x		3/8/2013	Expansion
Still Solutions	32,460	2	27.50	Albuquerque	Bernalillo		x		3/8/2013	Expansion
Sunland, Inc.	25,951			Portales	Roosevelt	x			3/9/2013	STEP-UP
Total	1,117,622	190	15.95			2	6	5,882.22		

Repeat Participant

	Obligation	Companies	Jobs	Ave. Wage	Rural	Urban	Cost per Trainee
Total FY13 -3rd Quarter	\$ 2,058,801.12	18	256	\$ 17.79	4	14	\$ 8,042