



FY2013  
Fourth Quarter  
Performance Report

**New Mexico Economic Development Department (NMEDD) FY 2013**

Fourth Quarter Performance Report and  
Update on Strategic Plan Objectives

Mission:

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

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## **Office of the Secretary (OFS)**

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

### **Fourth Quarter Highlights:**

During Q4 of FY13 the New Mexico Economic Development Department assisted in the creation of 399 jobs, exceeding its annual goal by 593 jobs

During the fourth quarter the Department unveiled redesigns of both its logo and website and launched of new marketing tools such as SiteFinder, a searchable database of commercial real estate listings on a GIS platform. Commercial property availability is a key component in the site selection process.

The Santa Teresa Borderplex region has significantly enhanced its role as a growing international trade center including the opening of the expanded Santa Teresa Port of Entry during the fourth quarter. The expansion will support increased commercial and passenger vehicle crossings at the Port-of-Entry. In addition, Governor Martinez celebrated the opening of a new Intermodal rail facility where Santa Teresa Southern Railroad installed 2.5 miles of new track adjacent to the Union Pacific track and constructed a new terminal.

Governor Martinez announced \$5.3 million will be allocated to upgrade the Santa Teresa water and wastewater systems in order to accommodate growth in the area. Governor Martinez also appropriated \$3.2 million, legislators \$600,000, and the Economic Development Department contributed \$955,762 in funding from its Local Economic Development Act program for the improvements. In addition, \$350,000 in capital outlay funding was appropriated for the construction of the Santa Teresa Port access road dedicated to routing northbound shipments from Mexico through New Mexico.

The southern region of New Mexico saw a considerable amount of activity during the fourth quarter including several jobs announcements resulting in a total of 155 new jobs.

Rural New Mexico saw two major announcements during the fourth quarter. Martinez and Sons Processing celebrated the opening of their new facility and creation of 12 jobs with a ribbon cutting ceremony in June. The company will receive \$75,000 in Local Economic Development Act (LEDA) funds. Fatman's Beef Jerky announced its expansion and grand opening of its new facility in Hagerman, NM. The Roswell-based beef jerky producer expanded from nine to 17 full-time employees and has plans to hire an additional 10 employees over the next year to meet growing customer demand.

NMEDD teamed with the New Mexico Finance Authority to present details on the Collateral Support Program that has made more than \$13 million in financing available to New Mexico small businesses. The presentations took place in Roswell, Artesia, Farmington, Raton, Silver City and Las Cruces.

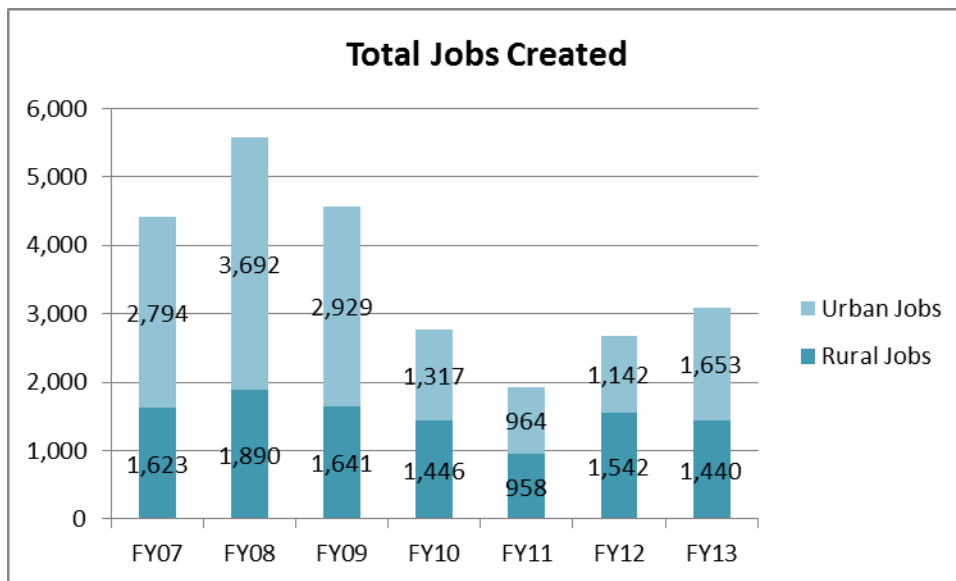
Four businesses graduated from the NM9000 program in the fourth quarter. The program is currently gearing up for its next class beginning in September.

In June, Economic Development Secretary Jon Barela kicked off the Historic Theatre Initiative at Clayton’s Luna Theatre. The initiative will help update historic theatres in rural downtowns with 3D digital media and infrastructure improvements so they may continue to be vital economic anchors in traditional commercial districts.

The department’s MainStreet Program saw many successes during the fourth quarter, including Governor Martinez approving \$1 million in funding to go toward strengthening current programs and the development of the new ‘Frontier Communities’ program. Four new Emerging Communities were announced in the month of June: the historic Barelás neighborhood commercial district in Albuquerque, the historic business district in Gallup, the combined villages of Roy, Solano and Mosquero in Harding County, and the Five Points commercial district and neighborhood in the rural South Valley of Bernalillo County.

Through the Economic Development Division, the Job Training Incentives Program awarded 15 companies \$906,874.72 in funding during Q4 to hire and train 71 new workers.

Performance Measure	FY13 Target	Final Results
Percent of performance measure targets in the General Appropriations Act that were met	85%	66%
Total number of jobs created due to economic development department efforts	2,500	3,093
Total number of rural jobs created	1,100	1,440
Total number of urban jobs created	1,400	1,653



## **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 on the sales missions included Deming-Luna County EDC, Cibola Communities EDC, Albuquerque Economic Development(2), Estancia Valley EDC, Tucumcari/Quay County EDC, and Alamogordo/Otero County EDC.

- Dallas(11)
- Chicago(8)
- Boston(12)

### **Objective:**

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

### **Update:**

The Partnership recruited three new companies: CMP, a metal recycling business in Chaparral, 15 new jobs; Morrison Express, an international logistics company in Santa Teresa, 80 new jobs; and Federal Rated Securities Technologies, a robotics company in Alamogordo, 24 new jobs.

The business expansions are Southwest Steel Coil and Mallory Metal Products, 20 jobs each for a total of 40 new jobs.

### **Objective:**

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

**Update:**

NMP participated in the following trade shows:

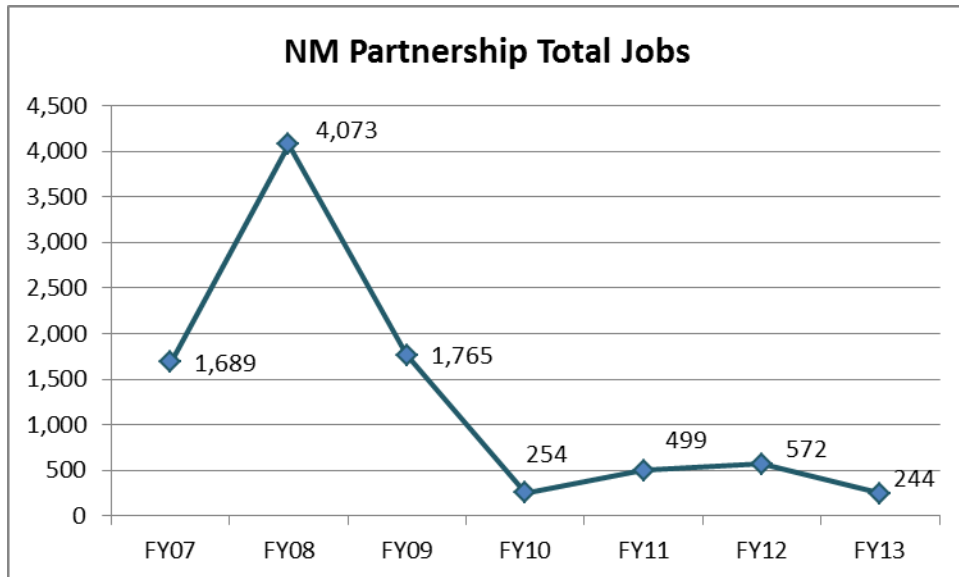
- National Association of Broadcasters (digital media)/Las Vegas
- Gas and Oil Expo/Calgary

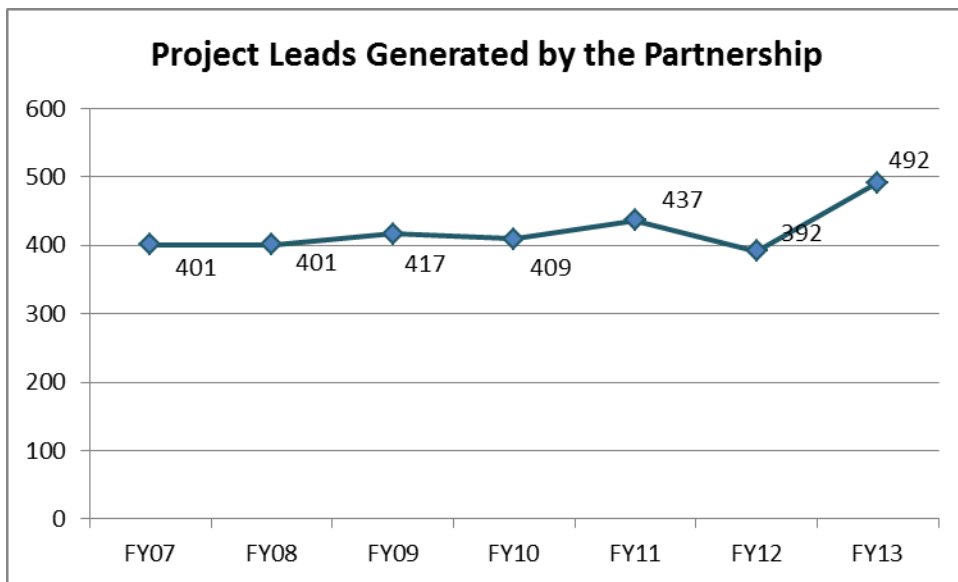
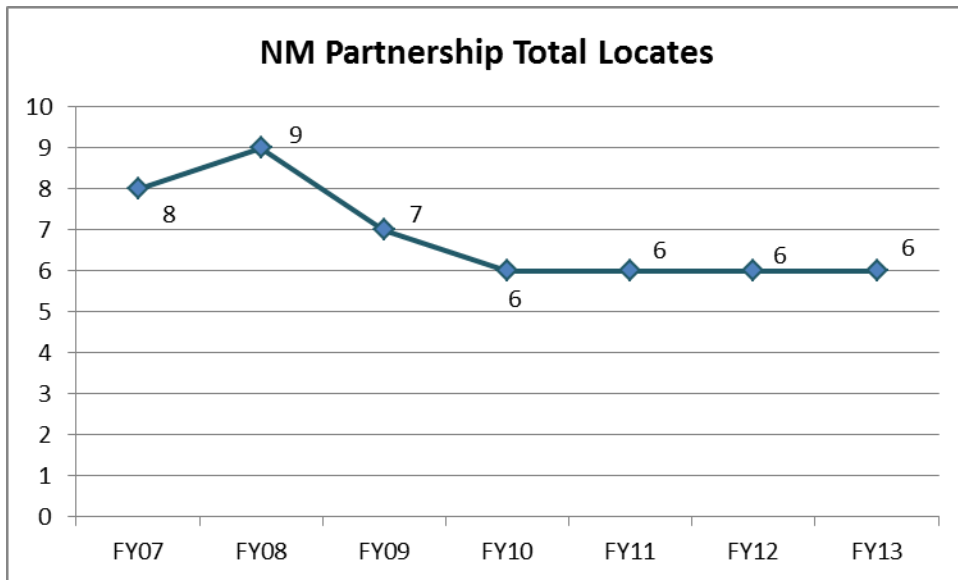
The cost of exhibiting at the large Gas and Oil Expo was partially underwritten with the help of the following organizations which helped man the booth and participated in the meetings that were set up: EDC of Lea County, Artesia Chamber of Commerce, Gallup EDC and 4 Corners EDC.

NMP collaborated with the Film Office on the NAB trade show.

Sales sheets on New Mexico’s advantages for the Digital Media and Energy and Natural Resources sectors were developed. While in Chicago on the sales mission, NMP walked the BIO show with two representatives of New Mexico BIO in order to do some planning for a collaborative effort in 2014. NMP also participated in Technology Venture Corporation’s Deal Stream Conference.

Performance Measure	Target	Final Results
Number of jobs created through business relocations facilitated by the Economic Development Partnership	2,200	244
Number of business relocations facilitated by the Economic Development Partnership	12	6
Number of leads created through the EDP	405	492
Average annual cost per job created by the Partnership	\$500	\$2,582





**FY13 Business Relocations Facilitated by the Partnership:**

Month	Company	Type of Company	Location	Jobs
September	Bizlink	Electronics	Santa Teresa	70
September	Ferza	Logistics	Santa Teresa	30
October	Criterion Systems	IT defense contractor	Albuquerque	25
May	CMP	Metal recycling	Chaparral	15
June	Morrison Express	Logistics	Santa Teresa	80
June	Federal Rated Securities Technologies	Robotics	Alamogordo	24
<b>Total Jobs</b>				<b>244</b>

## **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.

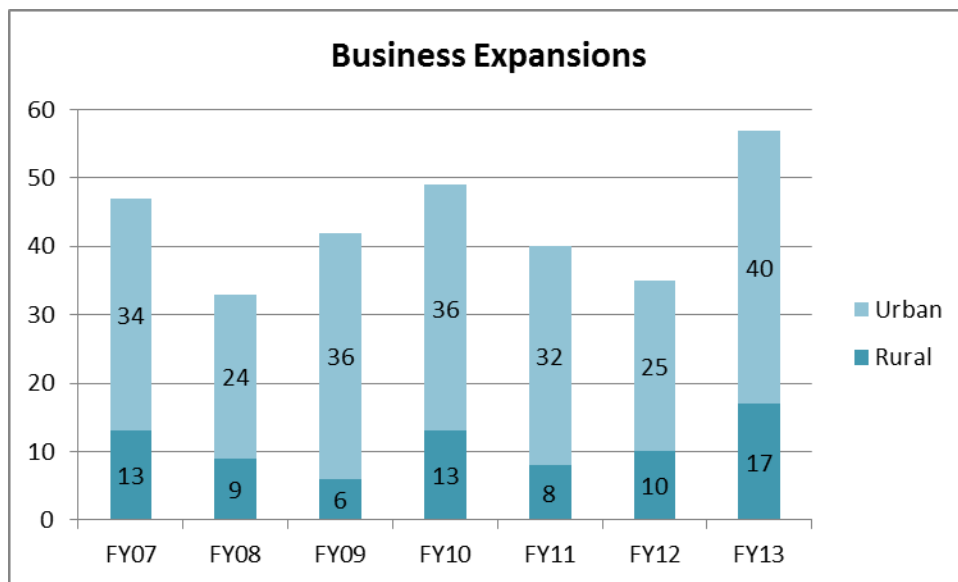
### **Division Director**

The Rural Economic Development Council held its third quarterly meeting in Truth or Consequences in April. The council adopted a mission statement, which is:

To establish a formal platform to identify issues and challenges affecting rural New Mexico; advocate for sustainable growth in rural communities; support programs; and collaborate on policies which positively impact rural areas. The Council will provide training for rural community leaders, and address training gaps which may exist within the economic development community throughout the state.

Further, the Rural Economic Development Council conducted a strategic planning session in June in order to outline additional strategies for the ED Department's five-year plan.

<b>Performance Measure</b>	<b>Target</b>	<b>Year End Results</b>
Number of jobs created through business expansions	600	553
Number of business expansions	40	57
Number of urban business expansions	28	40
Number of rural business expansions	12	17





## **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:**

- Truth or Consequences continues its incremental public improvements to create a vital investment environment. Basketball courts and restroom rehabilitations at Ralph Edwards Park, and street resurfacing totaled \$155,000 of civic improvements.
- Carlsbad MainStreet completed its business development rack card, promoting downtown as a location for prospective new businesses and communicating the MainStreet program's business assistance services
- Silver City MainStreet, in partnership with the Town, completed the purchase of the Silco Theater and is proceeding on the theater rehabilitation.

**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:**

- New entrepreneurs are launching enterprises in downtown Clovis. MeShell's Salon, Lasting Impressions Salon, and Kids Are Us Care Center created six new jobs.
- New businesses were added in the following MainStreet Districts: Albuquerque (DAT), Artesia, Belen, Clovis, Deming, Grants, Los Alamos, Roswell, Silver City, and Truth or Consequences.
- Grants MainStreet prepared the Legacy Trails Plan of the Rio San Jose Riverwalk as a means to encourage and strengthen business development in the downtown.

**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:**

- Artesia MainStreet developed a Wayfinding system into and through their downtown area to promote tourism and increase business development retail activity from visitors and residents.
- Moriarty Frontier Community is working with UNM School of Architecture and Planning on a Route 66 Revitalization Plan for their town center.

- Deming MainStreet is developing an Art Park in the downtown on an empty lot to increase tourism and provide a public gathering place for outdoor vendors and retailers.
- Zuni MainStreet developed an urban design for their 4-Way intersection in the pueblo center to interpret their culture, improve public safety, and increase tourism in their arts district.

**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

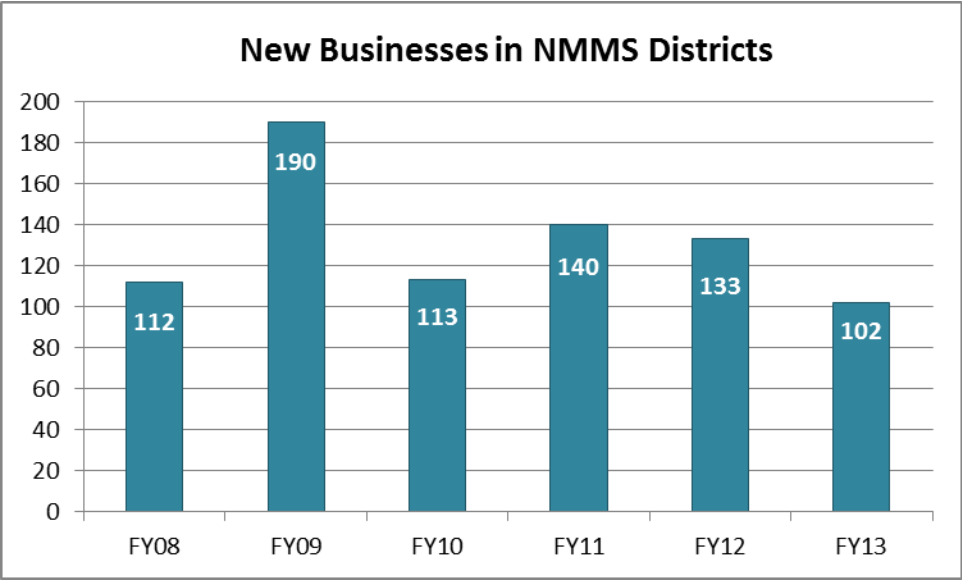
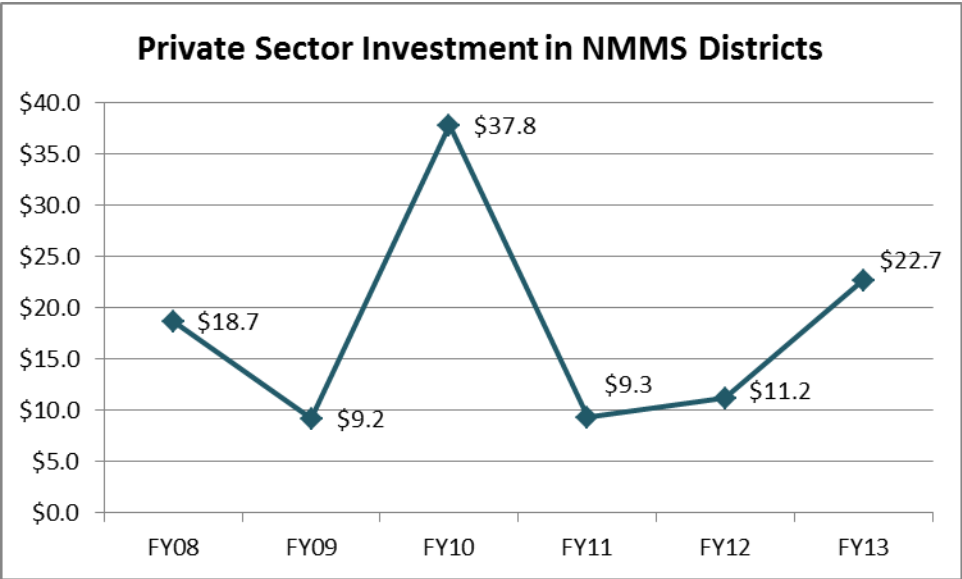
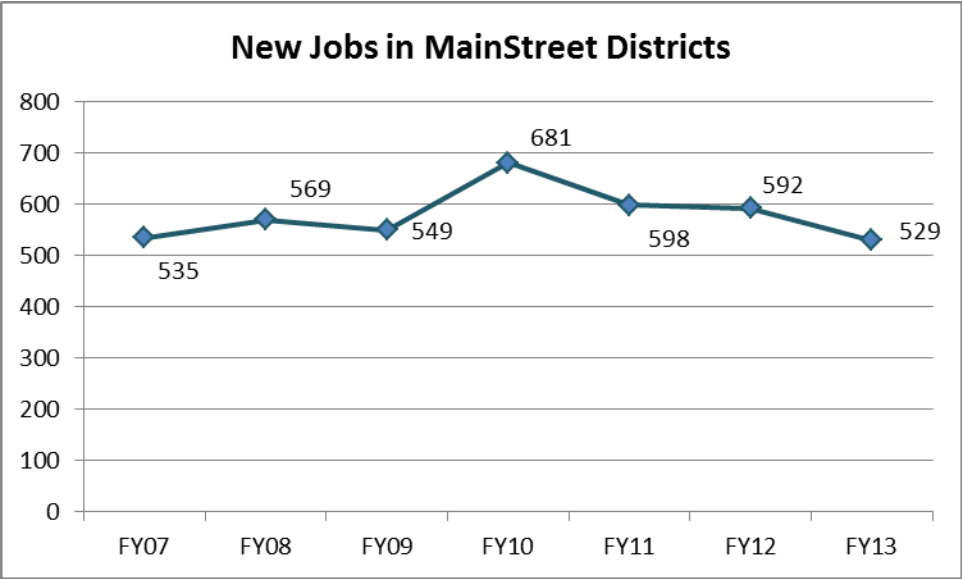
**Update:**

- Farmington Billiards opened up with a \$70,000 interior rehabilitation and five new jobs.
- Seven small exterior improvements, totaling \$20,446, are freshening up Portales MainStreet's businesses. These include a handsome new door at Roosevelt Brewing Company & Public House, which added 20 new employees.

Success Stories:

- The six Arts & Cultural Districts applied collaboratively for a NM Tourism Coop Advertising grant. They were awarded \$30,000.
- New Mexico MainStreet designated four new Emerging Communities through a competitive application process. Barelás, ABQ South Valley, Gallup and Harding County.
- Through special assistance from the Economic Development Department, the Luna Theater in Clayton was able to purchase digital projection equipment to keep the theater operating.
- New Mexico MainStreet awarded \$450,000 in Capital Outlay funds to Roswell, Clovis, Silver City and Las Vegas through a competitive application process.
- Fifteen applications have been received from communities seeking Frontier Community status.

Performance Measure	Target	Final Results
Number of communities participating in MainStreet	25	23
Number of jobs created by MainStreet	600	529
Dollars of private sector investment in MainStreet districts	\$9 million	\$22.7 million
Number of new businesses in MainStreet districts	140	102
Number of building rehabilitations completed in MainStreet Districts	150	86



### **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 Agreements comply with LEDA
- Assist communities with draw-down of project funds

**Update:**

All LEDA-capital outlay funds for projects approved from the 2011 Reauthorization have been paid, for a total of eight this year.

Fat Man's Beef Jerky and Martinez & Son's Meat Processing celebrated grand openings.

**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:**

The Team planned, coordinated, and implemented a series of Collateral Support Program presentations to the following communities, organizations and/or venues: Roswell, Artesia, Farmington, Raton, Silver City, Las Cruces; New Mexico Bankers Association; Native American Economic Development Summit ; Business Resource Summit, Espanola Chamber of Commerce; and the Santa Fe Realtors Commercial Council.

**Objective:**

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

**Update:**

Six projects were prepared and referred to the Collateral Support Program:

1. Duel Brewing Company: loan consolidation and revolving line of credit, Santa Fe.
2. Performance Maintenance Inc. (PMI): Application to CSP & 504 program for expansion / new building construction of 15,000 SF. Facility, \$1M project.
3. Blue Heron tap room expansion: purchase of Rio Grande Café (Espanola) building and line of credit.
4. Old World Wood: Expansion /debt consolidation (Albuquerque):
5. P4Q: CSP for line of credit, submitted bank application.

6. Payne's Nursery (Santa Fe/Las Cruces); CSP for line of credit, submitted bank application

Additionally, Project Industry (Sandoval County) was assisted with CSP for construction funding and a line of credit for a \$5 million expansion.

**Goal:** Assist in the structuring and funding of projects statewide

**Objective:**

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

**Update:**

- LEDA and Metropolitan Redevelopment Authority presentation to NM Association of Counties conference attendees
- Established EB-5 policy and procedure for the department, approved by the Governor's office.
- Participate/Advise Rural ED Council and subcommittees on LEDA and LEDA-CO
- Submitted a letter of support for Mora County's application to NMFA/Local Government Planning Fund

**Objective:**

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

**Update:**

- *Project Transload:* independent energy services firm looking to develop a transloading terminal to serve the growing San Juan Basin.
- *On the Marc Productions:* TV / Media Santa Fe based television festival project.
- *Duel Brewing:* worked with RDC and EDO to obtain fee waivers for company of \$25,000 under LEDA.
- *CreativeC/InDigiNet-* expanding manufacturer of 3D display technology.
- *Brickwork India:* IT Technology company( India) considering expansion to New Mexico.
- *Taos Mesa Brewing Co.:* debt consolidation, real estate & equipment.
- *Vapor:* financing options for expansion of manufacturing brand line, tax credits.
- *Physical Therapy Medical Center:* Texas group considering building medical facility (Las Cruces) ELCDC, NMFA loan financing options.
- *Santa Rosa Aquatics:* Fish Production Facility; \$2M capital investment; seeking tax increment use and LEDA-CO request

### Angel Investment Tax Credit

<i>Company</i>	<i>Total Investment</i>	<i>Tax Credit</i>
Aqua Research, LLC	\$25,000	\$6,250
Seamless Medical Systems	\$250,000	\$37,500
BioProcess Diagnostics	\$25,000	\$6,250
Acoustic Biosystems	\$10,000	\$2,500
Incitor, Inc.	\$25,000	\$6,250
<u>Vibrant, Corp.</u>	<u>\$32,000</u>	<u>\$8,000</u>
<b>Total in 4<sup>th</sup> Quarter</b>	<b>\$367,000</b>	<b>\$66,750</b>

<b>Performance Measure</b>	<b>Target</b>	<b>Final Results</b>
Number of capital outlay projects funded	12	8
Number of projects prepared for Smart Money and Collateral Support Program	20	16
Number of businesses provided technical assistance in creating a funding package request and referred to the appropriate funding agency	5	61
Amount of new investment as a result of the Angel Investment Tax Credit	\$10 million	\$2,049,510

### **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:**

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

- NMDWS-Marcos Martinez-Work Keys
- Carlsbad Economic Development
- Albuquerque Economic Development
- Mesilla Valley Economic Development Association
- Roswell Economic Development
- Cibola Communities Economic Development Foundation
- Portales Chamber of Commerce
- NM Partnership
- Rio Rancho EDC
- Albuquerque NM Workforce Connection
- Atkins & Associates, Albuquerque
- UNM School of Entrepreneurship
- UNM Continuing Education-Customized Training
- NM College Consortium of Educators and Employers

- UNM Engineering School Intern Coordinator

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

- Honeywell/Bendix King, Albuquerque
- Positive Energy Solar, Santa Fe
- Acme Mills, Santa Teresa
- SW Steel Coil, Santa Teresa
- International Wire Group, Santa Teresa
- El Pinto (Salsa Manufacturing), Albuquerque
- Skorprios Technologies, Albuquerque
- Thomas and Betts, Albuquerque
- Solaro Energy, Socorro
- Sunland, Inc., Portales
- Cummins Diesel, Clovis
- Southwest Cheese, Clovis
- RTS, Clovis
- Focused Sun, Las Cruces
- SunSpot Solar, Las Cruces
- Jacobs Technology, Las Cruces
- Mt. Taylor Machining, Milan
- Energy Concepts, Las Cruces
- Unirac, Albuquerque
- ACOP Tek, Albuquerque
- Santa Fe Door, Albuquerque
- American Clay, Albuquerque
- PPC Solar, Taos
- Sandia Electro-Optic, Albuquerque
- ClosedWon, Albuquerque
- Sud Chemie, Belen
- Senspex, Albuquerque
- Monitek, Rio Rancho
- @Pay, Albuquerque
- Foods of NM, Albuquerque
- Vitality Works, Albuquerque
- Nuvita, LLC, Albuquerque
- IntelliCyt, Albuquerque
- Duell Brewery, Santa Fe
- Private Label Select, Taos
- Plenish, Ranchos de Taos
- Mags, Moriarty
- NetSolar, Las Cruces
- Consolidated Solar Technologies, Albuquerque

**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:**

Posted the STEP-UP program brochure on the EDD website and distributed electronic versions to the Regional Reps. Staff conducted annual solicitation of input from local and regional economic developers regarding proposed policy amendments to JTIP and STEP-UP.

- Presented JTIP and STEP-UP programs at the City of Las Cruces “Working Together for Economic Development” event on April 5, 2013.
- Met with Las Cruces City Councilor Nathan Small to provide JTIP program eligibility requirements and administration information. The Councilor introduced the Wage Plus incentive program to the Las Cruces City Council. The program was adopted and will go into effect July 1, 2013. The program offers expanding businesses \$1,500 per new job if the company utilizes JTIP successfully.
- Presented JTIP and STEP-UP programs to the NM Educators and Employers Career Consortium (NMEECC) quarterly board meeting in Albuquerque.
- Provided JTIP and STEP-UP program information to companies attending the NM Loan Fund presentation in Las Vegas, NM.
- Attended the Española Valley Business Resource Summit.

**Objective:**

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

**Update:**

Staff is working with Salesforce consultant to transition the JTIP Access database to Salesforce. Phase I, the online application process, is almost complete and beta testing will begin in Q1 of FY14.

**Goal:** Increase the number of jobs funded through JTIP

**Objective:**

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

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

**Objectives:**

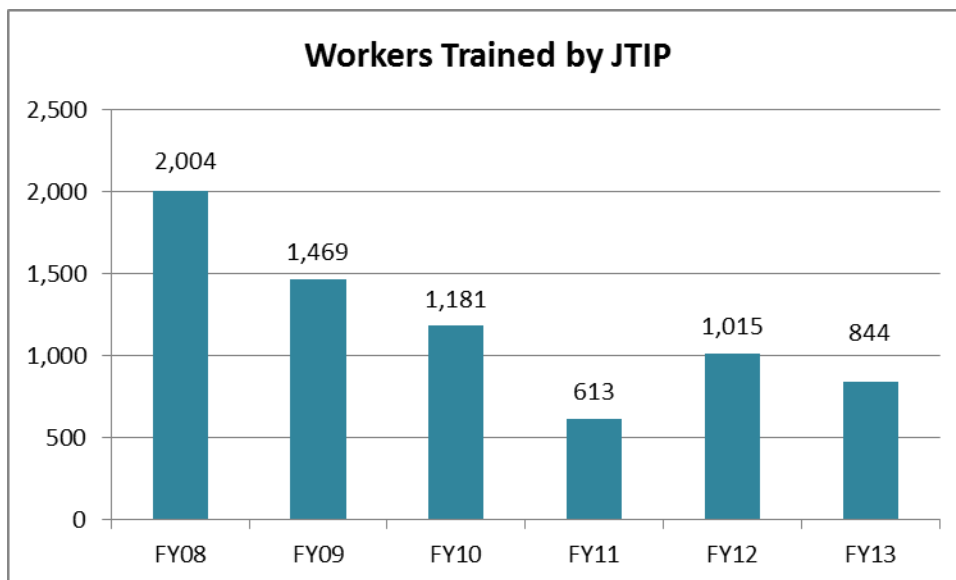
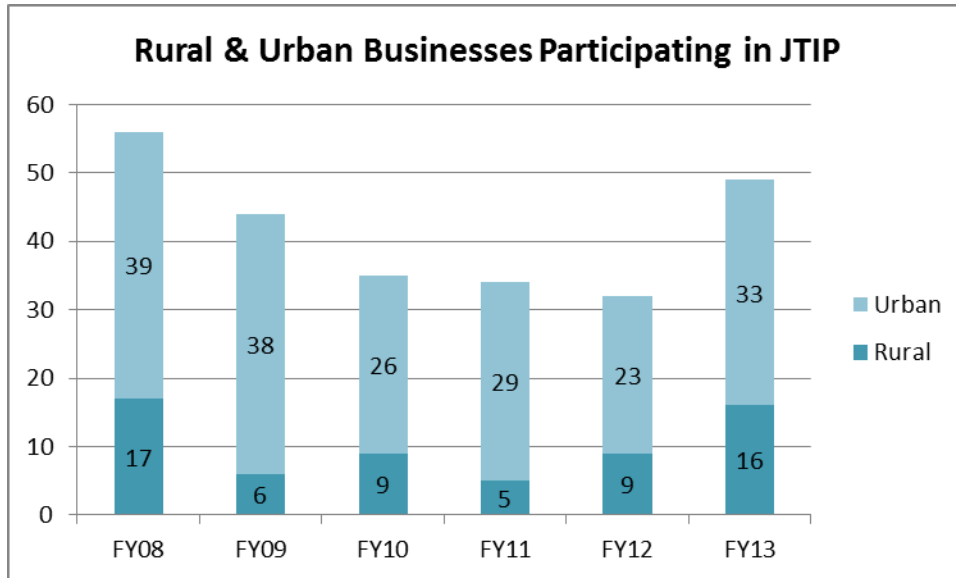
- Encourage JTIP Board and staff to prioritize high-wage jobs
- Identify and contact more technology-intensive companies to create high-wage career opportunities for New Mexicans

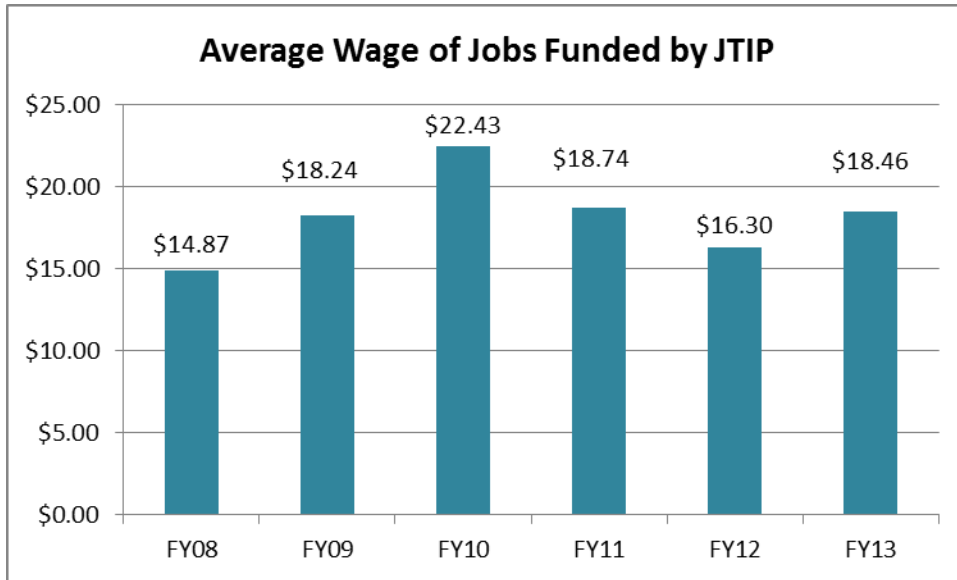
**Update:**

The average wage of the trainees in the fourth quarter was \$23.82 reflecting the nine technology-intensive companies funded. The JTIP Board enacted a policy change to allow more flexibility for tech start-up companies applying to the Program.



Performance Measure	Target	Final Results
Number of workers trained by JTIP	1,000	844
Number of rural companies participating in JTIP	8	16
Number of businesses participating in JTIP	25	49
Average annual cost per JTIP trainee	\$2,500	\$7,910
Average wage of jobs funded through JTIP	\$16/hr	\$18.46
Percent of employees whose wages were subsidized by JTIP still employed by the company after one year	60%	70%





**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

All CCI recipients have completed community profiles and site inventories on their respective web sites per the application requirements.

**Objective:**

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

**Update:**

**Region 1**

- Vacancy just filled (6/2013); therefore no infrastructure needs were identified for this region.

**Region 2**

- Town of Taos has identified water and waste water infrastructure needs which require additional capacity.
- Taos Pueblo has identified several areas of concern to include water, waste water, electric power lines, road improvements, and a traffic light needed at Hill Creek.

- Los Alamos County - White Rock has identified their waste water facility is aging and has been operating on short-term solutions to address capacity issues.
- San Felipe Pueblo has identified waste water as an issue. The current issue is due to the lack of water capacity (input). Another concern is the need for an additional bridge.
- Picuris Pueblo has identified a waste water treatment plant as a concern. Currently there are many properties and it would be safer to have one operating facility for the community. Another concern is about 1,000 feet of a lane extension on the main highway; this is for both economic development and public safety.
- Tesuque Pueblo has identified a waste water treatment plant as a critical issue. Currently they have no infrastructure in place.

**Region 3**

- Isleta Pueblo has identified water and waste water as a critical issue for a new housing sub-division located just off I-25.

**Region 4**

- Union County/City of Clayton - Industrial Park, Rail Port Gateway with Colorado and Texas. Conducting a feasibility study on utilizing an existing rail spur or if an additional spur is required.
- Santa Rosa - Fish Project. Collaborated with the Financial Development Team to request capital outlay funding to complete construction of the fish farm.

**Region 5**

- Vacant since February; therefore no infrastructure needs have been identified this quarter

**Region 6**

- The Lea County water line extension was completed. NM EDD provided the county with \$500,000 in capital outlay for this project.

**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

**Three regions completed BRE surveys this quarter.**

**Region 2**

1. Gossaamer Wings, a couture clothing store in Santa Fe
2. Heppolt Wind LLC, a power generation company in Los Alamos

**Region 4**

1. Cimarron Candle Company, a manufacturer in Raton
2. Stolar Research, a radio technologies company in Raton

## **Region 6**

1. RichGlo, a jewelry care products manufacturer in Roswell

## **Additional Activities:**

### **Region 1**

- Thoreau Rail Port – Thoreau: Provided technical assistance regarding financing options. The project is seeking \$100,000 in capital outlay funding
- Udder Delight – Glenwood: Expansion and automation of manufacturing equipment valued at \$150,000, retaining one operational employee. Provided technical assistance regarding JTIP and the interest form has been provided.
- The City of Gallup was announced as a NM MainStreet Emerging Community.

### **Region 2**

- Project Wind (Heppolt Wind) is seeking a permanent manufacturing facility.
- Project Wings (Gossamer Wings) is seeking operational financing options.
- Assisting Sandoval County with their comprehensive economic development plan.

### **Region 3**

- MCT Industries, Bernalillo: Provided technical assistance on incentives and financing programs. The company is evaluating an opportunity that requires a short turnaround time to construct and equip a facility to fulfill a government contract.
- Solaro Energy, Socorro: Provided technical assistance regarding import regulations on solar panels which almost caused the company to close the facility. Skybridge Solar, Moriarty: The utility company develops owns, and operates utility scale solar facilities. The company will construct a solar array facility at water treatment plant and sell power back through a Power Purchase Agreement. The facility will result in a \$1.5M savings to the City over the term.
- Serving as the Chair of the Program Committee for the 2013 Rural Forum to be held in Los Lunas.
- Serving on a working group for the City of Albuquerque to determine the viability of a Section 108 loan program from the CDBG entitlement funds.
- Updated the “Energizing Your Local Economy” workbook for the economic development course in Silver City.

### **Region 4**

- KGE Energy, Santa Rosa: Technical assistance was provided regarding a business plan along with industry prioritization of products. Additional assistance was provided by Sandia National Labs regarding product testing.
- Big Rig Service, Santa Rosa: Technical assistance was provided regarding a business plan. Additional assistance was provided by Arrowhead Center.
- Gladstone Mercantile, Gladstone: Technical assistance was provided regarding a business plan and finance options.
- San Miguel Composting, San Miguel County: Technical assistance was provided regarding a business plan and finance options. The project has the potential of three new manufacturing jobs and the retention of transportation jobs.

- Stolar Global Mining, Raton: Technical assistance was provided regarding finance options. The company is seeking \$1.5M for two possible expansions. The project has been referred to the Finance Development Team and the NMFA. The project has the potential of creating 34 manufacturing jobs.
- Harding County was announced as a NM MainStreet Emerging Community.
- The communities of: Cimarron, Gladstone, Mora, Santa Rosa, Springer, and Wagon Mound have completed the Frontier Initiative application.
- Northeastern New Mexico Economic Development Organization (NEEDO) is organizing a New Mexico First Town Forum on Water Retention and Development of Technologies. The forum is tentatively planned for December in Las Vegas. In preparation of the forum, communities are being assisted with asset mapping to determine regional capability for water and utility infrastructure.

**Region 5**

- Vacant Position since February.

**Region 6**

- Sunland Peanut has successfully met all criteria set forth by the FDA in the consent decree and has resumed processing peanut butter. Financial assistance was facilitated during the recovery time through a forgivable loan through the City of Portales.
- Stewart industries is planning for major growth and has contracted assistance with application for a sub Foreign Trade Zone (FTZ). Provided technical assistance regarding the renovation of a hanger at the Roswell Air Center; this will allow larger jets as part of the FAA C-Check certification.
- Kodiak Produce began operations in Tucumcari and is repackaging and shipping for Bountiful Baskets and an expansion is expected in the future.
- Fatman’s Beef Jerky held their official grand opening on May 15<sup>th</sup>, 2013. They anticipate the addition of three ovens in the next quarter, doubling their capacity and providing the potential of 10 additional jobs. Provided technical assistance on a potential JTIP application.
- SID International is in the financing stage and is seeking \$21M for the project. The project will construct four manure-to-natural gas production facilities in Chaves County.
- RTS is planning for a mid-summer expansion to their call center in Clovis. Provided technical assistance on a potential JTIP application.
- Aersale is seeking substantial growth in 2013 and continued growth in the future. Provided technical assistance on a potential Step-up application, scholarship program, A&P program at ENMU-Roswell, smelter development, and a new hanger
- Rich Glo is experiencing some significant growth after 2 years of decline. They now anticipate a 50 % growth over the next 3 years. So far, they have exceeded 2012 sales by June of 2013

<b>Performance Measures</b>	<b>Target</b>	<b>Final Results</b>
Number of certified communities	40	23
Percentage of communities with completed community profiles and a land and building inventory populated on EDD’s web site	100%	100%

### **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 to access 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:**

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:**

During the recent 2013 Tribal Leaders Summit, NMEDD met individually with Tribes to learn about current issues related to economic development. During these sessions, NMEDD was able to showcase its programs and initiatives and how they could be utilized. The information gathered has led to a plan to go out and meet with the Tribal entities and see firsthand the issues they face regarding economic development.

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

**Objective:**

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

**Update:**

- Mescalero Apache: The saw mill continues to seek a financing deal to continue the operations. The Manufacturing Extension Partnership has completed a detailed analysis of the operational procedures and the potential markets for the products that the facility can produce. This action will restore 20 jobs at the facility with potential for additional growth.

- Pueblo of Zuni: The 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.
- Taos Pueblo: The Pueblo is currently evaluating several retail opportunities that range from gas station/convenience store to lodging and eco-tourism.
- Picuris Pueblo: Picuris is currently looking for a managing partner for a retail cluster.
- Isleta Pueblo: The Pueblo is looking at retail opportunities to be located on Tribal Land to capture some of the spending leakage that goes to surrounding communities. They are also evaluating several economic based opportunities to diversify their economy.
- San Felipe Pueblo: San Felipe is trying to create an entrepreneurial opportunity for artist to sell their Art and Craft products. Beside a venue, they are seeking the business training to make these artisans successful.
- Tesuque Pueblo: The Pueblo is looking at rebuilding their Plaza area. This might be a future MainStreet project.

**Additional Activities:**

NMEDD attended the quarterly Tribal Liaison meeting scheduled in May. The department annually underwrites the Economic Development Course held at WNMU in May and has dedicated a Scholarship to the Native American community in honor of Bob Johnson. Bob was a member of Taos Pueblo and a department employee dedicated to community and tribal economic development. NMEDD participated and presented at the 7<sup>th</sup> Annual New Mexico Native American Economic Summit. The department also participated in the 2013 New Mexico State-Tribal Leaders Summit held in Mescalero, New Mexico. Economic development was one of the four topics highlighted at the Summit. NMEDD also took part in an Executive Networking Event where Tribal Leaders met with state agencies to discuss issues specific to the agency or Tribe.

**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

**Update:**

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

- Assisted in the participation of New Mexico companies in the Latin American Defense and Security Trade Show LAAD 2013 in Rio de Janeiro, Brazil with participation by three New Mexico companies to exhibit defense and security related equipment with two new-to-market and one new-to-export company participating.
- Organized participation in the Expo-Seguridad Trade Show in Mexico City and Gold Key Service visit for RIEtech Global, a security and defense contractor. Appointed a Mexican

distributor who is working on processing the first order from several price quotations made at the event.

- Organized participation in the Natural Products U.K. trade show in London, UK with participation from Private Label Select, Ltd., a rural area company from Taos, New Mexico.
- Assisted Gravitass Publishing, a woman-owned company under the SBA STEP Grant program to expand outreach to Manila, Philippines international book fair for science books. Meetings were organized under the Gold Key Service in partnership with the US Export Assistance Center office at Economic Development.
- Participated in the Tradewinds Asia program in Seoul, Korea and Tokyo, Japan to introduce NM companies to Korean and Japanese importers. Held a seminar with other state participants to discuss Foreign Direct Investment Opportunities in New Mexico.
- Organized a Gold Key Service mission to Mexico City to promote New-to-Export companies in Mexico. Event was postponed, but Sisneros Brothers Manufacturing, a rural Belen based company participated and was able to make two price quotations to supply pharmaceutical manufacturing ducting systems.

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

1. Sisneros Brothers Manufacturing, a rural Belen pharmaceutical ducting manufacturer participated in the Mexico City outreach trade mission under the SBA STEP Grant Gold Key Service.
2. Gravitass Publishing, a woman owned, Albuquerque based company participated in a Gold Key Service for Manila, Philippines under the SBA STEP Grant program.
3. FLUTE, a rural northern NM company from Rio Arriba County, 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. MCT Industries of Bernalillo, NM participated in the LAAD 2013 Trade Show in Rio de Janeiro, Brazil under the SBA STEP Grant program as a New-to-Export and also New-to-Market company.
2. Gravitass Publishing, listed above as a new-to-export company is also a new-to-market company by virtue of making the first outreach visit to the Philippines.
3. Sisneros's Brothers Manufacturing, a New to Export company from Belen, New Mexico is also a New-to-Market company participating in the Gold Key Service outreach to Mexico City.
4. Marpac Industries completed its first export to Dubai, United Arab Emirates with assistance from the New Mexico Trade Office.
5. Trilumina Associates, an Albuquerque technology company participated in their first overseas trip to market their technology in Israel and was assisted by the New Mexico Middle East Trade Office.
6. Satcom, Inc., an Albuquerque based satellite communications company participated in the outreach trade mission to Israel and is currently bidding on Israeli projects with several potential distributors.

International Business Transactions for the 4th Quarter 2012:

1. Basic Dental Implants, Inc.: Expanded sales of Biotitanium Dental Implants to Canada by \$50,000 under current ongoing assistance from the Office of International Trade and newly established distribution partners in Canada.



2. Marpac, Industries: Shipped \$27,500 of respiratory care fasteners to Dubai, United Arab Emirates with assistance from the New Mexico Middle East Trade Office. This was a New-to-Market export for the company with assistance from our Middle East trade office contractors in locating the buyer and helping to coordinate the shipment.
3. Private Label Select, Inc. participated in the Natural Products UK in London, UK and reports orders for an estimated \$50,000 from Mannings Pharmacies for their line of lip balm and natural organic cosmetics.
4. Ideum Corporation is working on processing first order to the Netherlands as follow up to their participation in the Integrated Systems Europe, LLC event sponsored by the Office of International Trade under the SBA STEP Grant for initial estimated sales of \$45,000.00.
5. Sisneros Brothers Manufacturing of Belen, NM has issued an outstanding bid and price quotation for a Mexico City based pharmaceutical manufacturing concern for initial project design estimated at \$100,000.
6. RIEtech Global has appointed Mexico distributor and is currently bidding on a Mexican Navy project to fit ships with gymbal stabilizers for radar. Contract bid not yet estimated, but depending on further approval from Mexican government for Defense Technologies (the Mexican distributor) to provide complete bid indicating after sales service capabilities.
7. New Mexico Taiwan Trade Office has assisted Aromaland, Inc. to process follow-on order to Taiwan of \$37,000 of natural aromatherapy, personal care products and recruited Aromaland to participate in the Cosmoprof 2013 event in Hong Kong in November 2013 to expand outreach throughout Asia.
8. Satcom participated in the Albuquerque Trade Mission to Israel and has received interest from 3 Israeli telecommunications companies to utilize their products with a bid for an estimated \$200,000 in place.

<b>Performance Measures</b>	<b>Target</b>	<b>Final Results</b>
New-to-Export (NTE) clients identified and assisted	10	9
Existing exporters assisted in entering new markets	10	14
Number of international trade transactions	30	31
Number of ISO trained businesses	10	7

**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

Marketing and outreach during the quarter included presentations made to the Bernalillo County Community and Economic Development Department, State SBDC meeting, Mora County Chamber of Commerce, AGC Construction Management Association, Green Industry Council, Native American Chamber of Commerce, State Purchasing Task Force, Espanola Valley Business Resource Summit, and the NM First Forum.

**Cases Solved During the 4<sup>th</sup> Quarter:**

Mount Taylor Mine Project  
 Sunland Inc  
 PreCheck  
 Sierra Truck Licensing LLC  
 dba-National Truck Services Group  
 Desert Paper & Envelope  
 Fatman's Beef Jerky  
 MB OnSite Fueling  
 R&M Trucking  
 Santa Fe Vineyards  
 UP Right TV  
 Bira Systems Inc

Campanilla Compound  
 Casa Abril Vineyards  
 Eklund Hotel  
 RAK Battery Tech  
 Santa Fe Steel  
 L&R Communications & Construction Inc  
 Lutheran Advocacy Ministry  
 Not Your Mamma's Pickles  
 Private Label Select  
 Road Builders LLC  
 Wise Recycling Bosque Farms  
 El Portal Hotel  
 Ross Electric

Performance Measures	Target	Final Results
Number of new business advocacy cases opened	100	75
Number of business advocacy cases solved	30	58

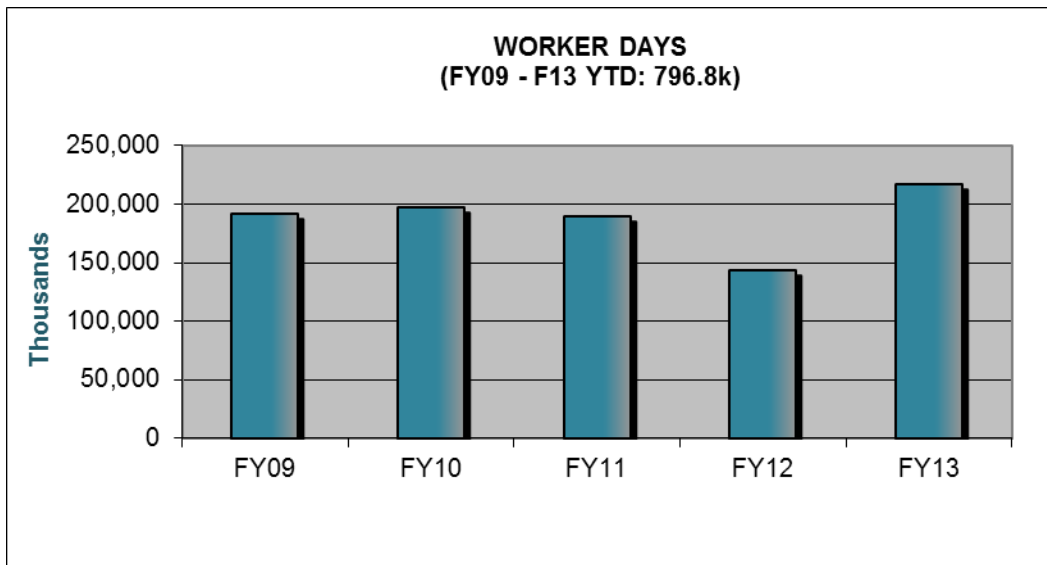
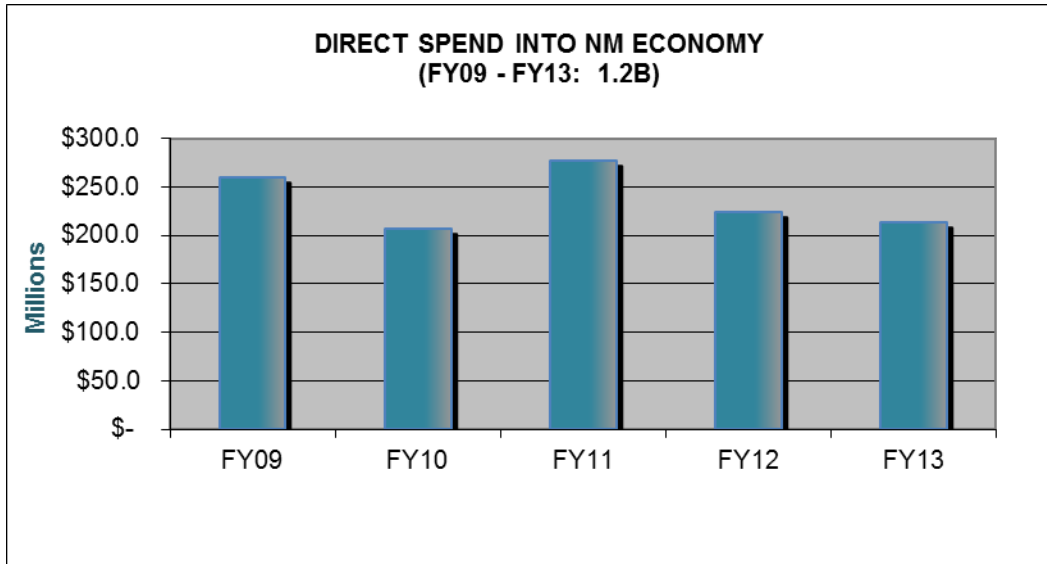
**New Mexico Film Office (NMFO)**

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. FY13 exceeded \$200 million.

**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.

**Fourth Quarter Update:** Legislation was passed in April 2013 that increased the incentive for qualifying television series and projects that utilize qualifying soundstages for a required number of days. It also included other administrative amendments. The NMFO Director and Senior Production Manager traveled to LA to meet with several Studios and the MPAA to explain these program changes. They returned in June for the annual Association of Film Commissioners International (AFCI) Locations Tradeshow to showcase New Mexico to key industry professionals. Also, the RFP posted regarding a study on the impact of the film industry in New Mexico.

## **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.

**Fourth Quarter Update:** The April Town Hall in Taos had a very successful turnout with over 75 attendees. In May, the New Mexico Film Industry Conference in Albuquerque received a tremendous positive response. The NMFO Facebook page exceeded 6000 likes.

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

**Fourth Quarter Update:** The Governor's Council on Film & Media Industries formed three subcommittees, each of which includes an educational focus and involves the Film Office. The NMFO is also developing the next Education Summit, tentatively scheduled for the second quarter of fiscal year 2014.

**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.

**Fourth Quarter Update:** Two (2) local film offices participated in the AFCI Locations Tradeshow, a key recruitment opportunity. The annual State Film Liaison Network meeting is scheduled in Alamogordo in July. Four (4) communities changed their liaison representative and three (3) communities designated a new state film liaison.

**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.

**Fourth Quarter Update:** At the end of the quarter, Disney organized the Press Junket for *The Lone Ranger* in Santa Fe prior to theatrical release. The NMFO assisted with the cast and crew screening. The Governor’s Office and the NM Tourism Department officially announced the Film Tourism initiative July 1. A film tourism vendor will now be featured for one segment each week on the NMFO live radio show.

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

**Fourth Quarter Update:** The NM Filmmakers Experience included three (3) panel discussions on filmmaking from unique cultural viewpoints and three (3) screenings of New Mexico related films in quarter four, wrapping up the first series. The second series will be in the fall. A “save-the-date” was announced for the NM Showcase.

**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
FY13	10	71	\$807,807.40	\$ 403,903.70

**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.

**Fourth Quarter:** Three (3) companies received reimbursement with twenty-four (24) New Mexico participants

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
FY13	4	62	\$10,134.09

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.

**Fourth Quarter:** Two workshops took place with 34 participants.

Performance Measure	Target	Final Results
Number of media industry worker days	150,000	216,461
Economic impact of media industry productions in NM	\$300M	\$641.1M
Number of films & media projects principally photographed in NM	85	53
Number of major film productions made in NM greater than \$1 million	17	21
Number of workshops to train film crew technicians to serve the industry	6	4
Number of production companies participating in the Film Crew Advancement Program	8	10

# Appendix

New Mexico Economic Development Department						
FY13 Performance Results						
Division & Measure	Target	1st Quarter Results	2nd Quarter Results	3rd Quarter Results	4th Quarter Results	Final Year-End Totals
<b>Office of the Secretary</b>						
Percent of performance measure targets in the general appropriation act that were met	85%					66%
Number of rural & urban jobs created	2,500	1,090	1,215	389	399	3,093
Number of rural jobs created	1,100	248	703	248	241	1,440
Number of urban jobs created	2,000	842	512	141	158	1,653
<b>New Mexico Economic Development Corporation (Partnership)</b>						
Number of jobs created through business relocations facilitated by the Partnership	2,200	100	25	0	119	244
Number of company relocations (NMEDP)	12	2	1	0	3	6
Number of leads created through the EDP	405	104	138	143	107	492
Average annual cost per EDP job created	\$500					\$2,582
<b>Economic Development Division</b>						
Jobs created by business expansions	600	147	78	237	91	553
Number of business expansions	40	14	10	18	15	57
Number of urban business expansions	32	10	8	13	9	40
Number of rural business expansions	12	4	2	5	6	17
<b>MainStreet</b>						
Number of communities participating in MainStreet	25	23	23	23	23	23
Jobs created by MainStreet	600	126	197	117	89	529
Dollars of private sector investment in MainStreet districts	\$9 million	\$4,865,239	\$3,415,466	\$14,081,511	\$350,446	\$22,712,662
Number of new businesses in MainStreet districts	140	30	31	21	20	102
Number of building rehabilitations completed in MainStreet Districts	150	31	30	24	1	86
<b>Financial Development Team</b>						
Number of capital outlay projects funded	12	1	0	3	4	8
Number of projects prepared for Smart Money and Collateral Support Program	20	2	5	3	6	16
Number of businesses provided technical assistance in creating a funding package request and referred to the appropriate funding agency	5	15	18	23	5	61
Amount of new investment as a result of the Angel Investment Tax Credit	\$10 million	\$264,890	\$663,396	\$754,224	\$367,000	\$2,049,510
<b>Community, Business, and Rural Development Team</b>						
Number of certified communities	40	23	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%	100%	100%
<b>Job Training Incentive Program</b>						
Number of workers trained by JTIP**	1,000	450	67	256	71	844
Number of rural companies participating in JTIP	8	5	3	6	4	16
Number of businesses participating in JTIP	25	15	11	23	15	49
Average annual cost per JTIP trainee	\$2,500					\$7,910
Average wage of jobs funded through the Job Training Incentive Program	\$16/hr	\$15.12	\$35.02	\$17.79	\$23.82	\$18.46
Percent of employees whose wages were subsidized by the job training incentive program still employed by the company after one year.	60%					70%
<b>Office of Business Advocacy</b>						
Number of business advocacy cases opened***	100	17	15	22	21	75
Number of business advocacy cases solved	30	10	11	17	24	58
<b>Office of International Trade</b>						
Number of new-to-export (NTE) clients identified and assisted	10	3	3	0	3	9
Number of existing exporters assisted in entering new markets	10	2	3	3	6	14
Number of international trade transactions	30	0	16	7	8	31
Number of businesses trained by NM9000 quality management standards	10	0	3	0	4	7
<b>Film Office</b>						
Number of media industry worker days	150,000	59,560	38,656	54,180	64,065	216,461
Economic impact of media industry productions in New Mexico, in millions	\$300	\$135.6	\$90.0	\$198.0	\$217.5	\$641.1
Number of films & media projects principally photographed in New Mexico	85	14	15	10	14	53
Number of major film productions made in New Mexico greater than 1 million dollars	17	5	4	4	8	21
Number of workshops to train film crew technicians to serve the industry	6	1	1	0	2	4
Number of production companies participating in the Film Crew Advancement Program (minimum of 8 trainees per company)	8	2	4	2	2	10
<b>Administrative Services Division</b>						
Number of payment vouchers accurately processed within seventy-two hours of receipt	75%					75%
<b>Measure included in the General Appropriations Act</b>						
<b>NOTE: When the total year-end number differs from the sum of the four quarters it is generally due to service provided to the same company twice or similar.</b>						
<b>***OBA audited its cases files and revised the number of cases opened in quarters one and two.</b>						



**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	309						309	0
MainStreet (see quarterly report)			9/30/2012								35	91
<b>TOTALS FOR 1ST QUARTER</b>					<b>709</b>	<b>100</b>	<b>98</b>	<b>49</b>	<b>0</b>	<b>8</b>	<b>842</b>	<b>248</b>

**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
Lowes	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
<b>TOTALS FOR 2ND QUARTER</b>					<b>340</b>	<b>600</b>	<b>58</b>	<b>20</b>	<b>0</b>	<b>0</b>	<b>512</b>	<b>703</b>
<b>MID-YEAR TOTALS</b>					<b>1,049</b>	<b>700</b>	<b>156</b>	<b>69</b>	<b>0</b>	<b>8</b>	<b>1,354</b>	<b>951</b>

**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
<b>TOTALS FOR 3RD QUARTER</b>					<b>15</b>	<b>7</b>	<b>113</b>	<b>124</b>	<b>13</b>	<b>0</b>	<b>141</b>	<b>248</b>

**Fourth Quarter: April 1 through June 30, 2013**

Name of Company	Type of Company	Location	Date of Announcement	Program Assisting Company	Relocations*		Expansions*		Start-Ups*		Total New Jobs	
					Urban	Rural	Urban	Rural	Urban	Rural	Urban	Rural
Heritage Home Healthcare, Inc.	regional headquarters	Las Cruces	4/2/2013	Ofc of the Sec	100						100	
Southwest Steel Coil	steel coil slitting	Santa Teresa	4/10/2013	NMP				20				20
Mallory Metal Products	metal fabrication	Santa Teresa	4/10/2013	NMP				20				20
NanoCool, LLC	temperature-controlled packaging	Albuquerque	4/24/2013	JTIP			4				4	
Energy Control, Inc.	renewable energy products	Rio Rancho	4/24/2013	JTIP			2				2	
Unirac, Inc.	photovoltaic racking systems	Albuquerque	4/24/2013	JTIP			1				1	
Plenish, Inc.	Cosmetic product manufacturer	Taos	4/24/2013	JTIP				4				4
Lavu, Inc.	restaurant POS software developer	Albuquerque	4/24/2013	JTIP			7				7	
Mt. Taylor Machine, LLC	machine shop & wood pellet mfg	Milan	4/24/2013	JTIP				15				15
PPC Solar	solar power product installation	Taos	5/17/2013	JTIP				1				1
CMP	recycling	Chaparral	5/24/2013	NMP		15						15
Morrison Express	logistics	Santa Teresa	6/10/2013	NMP		80						80
Federal Rated Securities Technologies	robotics	Alamogordo	6/10/2013	NMP		24						24
Nuvita	corporate wellness program	Albuquerque	6/20/2013	JTIP			2				2	
SunSpot Solar Energy	design & install PV systems	Las Cruces	6/20/2013	JTIP			1				1	
ClosedWon, LLC	Web application development	Albuquerque	6/20/2013	JTIP			4				4	
IntelliCyt	Life sciences	Albuquerque	6/20/2013	JTIP			1				1	
Santa Fe Door	door & cabinet manufacturer	Albuquerque	6/20/2013	JTIP			4				4	
Imagine Education	software development	Taos	6/20/2013	JTIP				5				5
MainStreet (see quarterly report)			6/30/2013								32	57
<b>TOTALS FOR THE 4TH QUARTER</b>					<b>100</b>	<b>119</b>	<b>26</b>	<b>65</b>	<b>0</b>	<b>0</b>	<b>158</b>	<b>241</b>
<b>YEAR-END TOTALS</b>					<b>1,164</b>	<b>826</b>	<b>295</b>	<b>258</b>	<b>13</b>	<b>8</b>	<b>1,653</b>	<b>1,440</b>

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

# New Mexico Economic Development Department

## Historical Performance Results

<i>Division &amp; Measure</i>	FY2008	FY2009	FY2010	FY2011	FY12	FY13
<b>Office of the Secretary</b>						
Number of rural & urban jobs created	5,582	4,570	2,763	1,922	2,684	3,093
Number of rural jobs created	1,890	1,641	1,446	958	1,542	1440
Number of urban jobs created	3,692	2,929	1,317	964	1,142	1,653
<b>New Mexico Partnership</b>						
Number of jobs created through business relocations facilitated by the Economic Development Partnership (EDP)	3,984	2,225	767	499	657	244
Number of company relocations (NMEDP)	9	7	6	6	6	6
Number of leads created through the EDP	401	417	409	437	392	492
Average annual cost per EDP job created					\$913	\$2,582
<b>Economic Development Division</b>						
Jobs created by business expansions	565	554	626	498	605	553
Number of business expansions	33	42	49	40	35	57
Number of urban business expansions	24	36	36	32	25	40
Number of rural business expansions	9	6	13	8	10	17
<b>New Mexico MainStreet</b>						
Jobs created by MainStreet*	569	549	681	598	592	529
Number of communities participating in MainStreet	28	24	23	22	23	23
Dollars of private sector investment in MainStreet districts	\$18.7M	\$9.2M	\$37.8M	\$9.3M	\$11.20	\$22,712,662
Number of new businesses in MainStreet districts	112	190	113	140	133	102
districts	157	117	170	167	141	86
<b>Community, Business and Rural Development Team</b>						
Number of certified communities	38	39	40	38	36	23
<b>Job Training Incentive Program (JTIP)</b>						
Number of workers trained by JTIP	2,004	1,469	1,181	613	1,015	844
Number of rural companies participating in JTIP	17	6	9	5	9	16
Number of businesses participating in JTIP	56	44	35	34	32	49
Average annual cost of JTIP trainee	\$5,725	\$8,057	\$10,145	\$5,468	\$4,600	\$7,910
Average wage of jobs funded through JTIP	\$14.87	\$18.24	\$22.43	\$18.74	\$16.30	70%
<b>Office of International Trade</b>						
Number of international transactions	25	9	6	38	14	31
Number of ISO trained businesses	27	23	49	4	7	7
<b>Film Office</b>						
Number of media industry worker days	151,082	162,190	142,524	181,366	143,046	216,461
Economic impact of media industry productions in New Mexico, in millions	\$660.3	\$746.4	\$558.6	\$696	\$673.8	\$641.1
Number of films & media projects principally photographed in New Mexico	93	89	109	96	61	53
Number of major film productions made in NM (\$1M+)					14	21
<i>*Detailed in MainStreet report</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.

3<sup>rd</sup> 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
<b>TOTALS</b>	<b>21</b>	<b>8</b>	<b>24</b>	<b>0</b>	<b>\$14,081,511</b>	<b>8</b>	<b>\$930,577</b>	<b>3</b>	<b>\$18,000</b>	<b>3</b>	<b>\$19,709,347</b>	<b>117</b>
	1	2	3	3A	4	5	6	7	8	9	10	11
	No. of	No. of	No. of	No.	Private	No. of	Public	No. of	Public/ Private	No. of	New	Net
	Net New	Private	Private	Receiving	Reinvestment	Public	Sector	Public/ Private	Project	New	Building	New
	Businesses	Business	Building	Design Asst.	(2+3)	Improvements	Improvement	Projects	Dollars	Bldgs.	Dollars	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
<b>Total</b>	<b>214,520</b>	<b>11</b>	<b>14.14</b>				<b>3</b>	<b>19,501.85</b>		

**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
<b>Total</b>	<b>726,659</b>	<b>55</b>	<b>24.86</b>			<b>2</b>	<b>5</b>	<b>13,211.97</b>		

**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
<b>Total</b>	<b>1,117,622</b>	<b>190</b>	<b>15.95</b>			<b>2</b>	<b>6</b>	<b>5,882.22</b>		

**Repeat Participant**

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