

New Mexico Economic Development Department



FY19 1st Quarter Performance Report



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NMEDD FY19 1st Quarter Performance Report

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

1ST QUARTER FY19 HIGHLIGHTS

The largest announcement of the quarter happened in August when Santa Monica-based company, **TaskUs**, chose Downtown Albuquerque for its latest expansion. TaskUs will create 695 jobs over the next five years. The company will invest \$9 million in its Technical Operations and Customer Experience Center, which will be located in First Plaza, a building that has been vacant for two years. The move will be supported by a State LEDA investment of \$2 million and \$1 million from the City of Albuquerque. TaskUs expects to be operational in the first quarter of 2019. The announcement has generated a great deal of positive press in southern California for New Mexico and Albuquerque.

The quarter also saw a number of expansion announcements from **Homegrown companies**. In July **Vitality Works** broke ground on its new \$7 million manufacturing facility. Eighty more jobs will be created when the new facility opens.

Homegrown **Advanced Network Management (ANM)** announced in August that it will expand to a new headquarters location in Albuquerque, creating 40 new high-wage, STEM jobs. The company had planned to attain a new lease on their existing location until the possibility of a LEDA investment was discussed. With \$1 million in LEDA funds committed (\$750,000 from the State and \$250,000 from the City), the company will purchase a new location, investing nearly \$6 million. ANM designs, implements and supports IT systems and is one of the state's fastest growing companies, with an expanding market across the Mountain West and Texas.

Resilient Solutions 21 (RS21), a homegrown data analytics and visualization technologies company, will invest \$2 million to renovate and expand a space in the 100-year-old Occidental Building in Downtown Albuquerque. Launched in 2015, it has experienced exponential growth. The expansion will create 80 new jobs with an \$800,000 LEDA investment from the State.

Pathology software company **Indica Labs** is also growing. The company is investing \$3 million in its new headquarters location and creating 58 new jobs. The expansion is supported by a LEDA investment of \$600,000. Indica Labs' interns, junior to mid-level scientific and technical positions, are filled by UNM and New Mexico Tech graduates.

Kevothermal, a wholly-owned subsidiary of **Sealed Air Corporation**, is expanding its Albuquerque manufacturing operations, creating 20 new jobs. The company is investing \$4 million supported by LEDA funds of \$300,000. Kevothermal vacuum insulation panels are used in packaging, stationary refrigeration, transportation refrigeration, electronics and specialty insulation, reducing energy costs. The technology originated at the UNM School of Engineering.

Governor Martinez cut the ribbon on **Ideum's** new 5,500 SF exhibit fabrication facility. In 2016, NMEDD provided \$75,000 in LEDA funds to support this expansion. Ideum has also used JTIP to grow for many years, totaling nearly \$700,000.

Performance Measures	Target	Q1	Q2	Q3	Q4	YTD Total
Number of jobs created due to EDD efforts	4,500	1,025				1,025
Number of rural jobs created	1,500	86				86

NEW MEXICO PARTNERSHIP (NMP)

The Partnership participated in successfully attracting Red Mountain Arsenal to Roswell; assisting the Roswell-Chaves County EDC on this community engagement project. Also, the Partnership competed successfully against Atlanta, Baton Rouge, Dallas, and Denver to attract Project CG, a new video game production company; an announcement is pending a signed lease by this company. Finally, the Partnership has successfully competed against Boston and Chicago to become the finalist for Project Amplyfi's U.S. HQ. The company is now going through its final decision-making process regarding when to move forward with establishing this HQ in Albuquerque. For both Projects CG and Amplyfi, formally including these projects as 'Locates' will be done once they are officially finalized/announced.

This quarter, there were 14 PROs¹ generated and an additional 53 Leads². Prior years' data did not differentiate between PROs and Leads. Separating PROs from Leads is important to understanding where projects are in the sales cycle, however it also means that we have to combine the two in order to be approx. "apples-to-apples" when comparing to prior years' data. On this basis, the quantity of PROs and Leads in Q1 FY 2019 (67) was 372% of the number generated in Q1 FY 2018 (16 PROs and Leads). It is also important to note that it was very close (90%) to the number of PROs+Leads generated in Quarter 4 of 2018; typically, the highest volume quarter because of the large number of trade shows that are held then. This ongoing increase is being driven by more effective company targeting and appointment-setting at highly relevant trade shows and sales missions.

Additionally, the Partnership continues to see a significant surge in social media exposure since formally launching its campaign to leverage social media in Q2 FY 2018; that quarter saw 4,100 views on social media, in Q3 this grew to 22,660 views, by Q4 there were 42,592 views, and in the current quarter views reached 54,175. Prior to implementing this campaign, typical quarterly views numbered less than 100.

IMTS 2018/Hanover Messe USA (Chicago, IL)/Chicago Sales Mission

Attended this trade show focused on FDI and manufacturing, accompanied by representatives from Greater Gallup EDC, MVEDA, Los Lunas, and Cibola County EDC. Made contact with ~400 companies that were in attendance and are now engaged in advancing 33 leads with immediate interest that were identified and following up with an additional 26 companies that could develop into more concrete opportunities over time. Also, while in Chicago, conducted sales mission meetings with seven site selection consultancies in order to update them on New Mexico and keep the state "top of mind" for their clients' projects.

EAA Airventure (Oshkosh, WI)

Attended EAA AirVenture in Oshkosh, WI in participation with NMDOT Aviation Dept. to promote NM for aviation related opportunities including small aircraft manufacturing and maintenance, and part suppliers.

¹ Potential Recruitment Opportunity.

² A PRO is supposed to have a defined headcount and real estate requirement; a Lead is typically a situation in which the type of operation is known, and there is a defined decision path, however often details around headcount and real estate requirements are either still being developed by the company or are not yet being disclosed.

ONE LOCATE

Red Mountain Arsenal³ in Roswell, seven (7) new jobs in a 4,500 SF facility. Capital investment of \$200,000. New Mexico competed with Arizona for the project, which was generated by the community.

PROS AND LEADS

Month	PROs	Leads	Total
July	4	16	20
August	4	4	8
September	6	33	39
Total	14	53	67

PROs Sent Out Statewide
Lights
Speaker
Boom
Kova
Random
Genesis
Crowbar
KPR
Community-Specific PROs
Bart
Magnolia
PROs Specific to Border Region
Samurai
Seguro
Helios
Andrew

SITE VISITS

Month	Site Visits
July	1
August	3
September	1
Total ⁴	5

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Totals
Number of jobs created through business relocations facilitated by the NMP	2,250	0				0
Number of PROs submitted by the Partnership	84	14				14

³ As a community engagement project, the Partnership will be highlighting participation in attracting this company to New Mexico, but not officially counting it in our metrics.

⁴ There were an additional two site visits that were repeat site visits, and thus not counted in these numbers.

ECONOMIC DEVELOPMENT DIVISION

Business development is a priority for every team in the Economic Development Division. In the past 18 months, the Community, Business & Rural Development Team has greatly increased its BRE activities, identifying companies that have never participated in JTIP and potential expansions for LEDA investment. JTIP and LEDA have specific performance measures, and MainStreet provides a different type of assistance. The expanding number of new programs and partners identified by the Division have provided new ways to assist companies. These successes, which have not been counted in other team measures, contribute to the Division measure in the table below.

Projects reported in the first quarter:

1. Through the assistance of the (Region 2) Regional Representative, Bison Star Naturals received a \$20,000 Native American Venture Acceleration Fund grant and is planning on expanding with one FTE in 2019.
2. (Region 2) Regional Representative assisted in the drafting of a feasibility study for Taos Spa and Tennis Club, which was submitted to USDA to secure a Renewable Energy for America (REAP) grant. Taos Spa has been reimbursed \$73,412, of the total installation cost of \$293,646, for its 102Kw solar photo-voltaic array as a result of the grant.
3. Through the assistance of the (Region 5) Regional Representative, the sawmill in Luna (Catron County) successfully secured a \$360,000 grant from the USDA Collaborative Forest Restoration Program. This funding will allow the sawmill to become operational again, with as many as 15 wood processing jobs, in addition to the timber harvesting positions. The Rep assisted with the development of a business plan, review of the USDA application (with the SBDC), and the preparation of EDD's letter of support for the grant.

Three businesses closed on loans through the New Mexico Credit Enhancement Program:

4. Firehouse Subs, Hobbs
5. Haley's Powerhouse Dance Studio, Roswell
6. 66 Acres, 19 Indian Pueblos Property

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of business development projects resulting in job growth, new investment or increased revenue	12	6				6

JOB TRAINING INCENTIVE PROGRAM

Twenty-four businesses were approved by the JTIP board in the first quarter, 12 of which were homegrown in New Mexico. 601 new jobs were approved at an average wage of \$17.56 per hour and 110 incumbent workers in Deming will receive upskills training through the Step Up program.

418 jobs, representing 70% of overall jobs approved in Q1, were for 8 companies in rural areas including Sunland Park, Roswell, Los Lunas, Navajo Nation, Deming, Belen, Clovis and Farmington, at an average wage of \$13.80 per hour.

The Film Crew Advancement Program (FCAP), one of the two JTIP for Film and Multimedia programs, approved 6 companies to train 58 crew members at an average wage of \$20.63 per hour.

JTIP began FY19 with \$9M available and at the end of Q1, \$3.9M remains unobligated.

COMPANIES ASSISTED BY JTIP IN THE FIRST QUARTER	
2NDGEAR	ABQ
3D Glass Solutions	ABQ
Compass Components	Deming
Cummins Natural Gas Engines	Clovis
Descartes Labs	Santa Fe
Flow Science, Inc.	Santa Fe
FZK by Franziska	Santa Fe
Herbs, Etc.	Santa Fe
Iterative Consulting	ABQ
Keter North America	Belen
Lavu	ABQ
Leprino Foods	Roswell
Marty's Meals	Santa Fe
Meow Wolf	Santa Fe
Open Eye Software	Santa Fe
Open Loop Energy, Inc.	Farmington
P4Q USA	ABQ
Raytheon Diné	Navajo Nation
RingIR	ABQ
Silent Falcon UAS Technologies	ABQ
Stampede Meat	Sunland Park
Vibrantcy, LLC	ABQ
Wall Colmonoy Corporation	Los Lunas
Xpansiv Data Systems	ABQ

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Number of workers trained by JTIP	2,050	769				769

FINANCE DEVELOPMENT TEAM

LEDA

Company	Fiscal Agent	Jobs	Private Investment	LEDA Investment	Leverage
TaskUs LLC	City of ABQ	695	\$13,000,000	\$2,000,000	6.5
Advanced Network Management, Inc.	City of ABQ	20	\$6,000,000	\$750,000	8
Resilient Solutions 21, LLC	Bernalillo County	80	\$2,000,000	\$800,000	2.5
Indica Labs, Inc.	Bernalillo County	58	\$3,130,000	\$600,000	5.22
Kevothermal	Bernalillo County	20	\$3,500,000	\$300,000	11.67
Totals		873	\$27,630,000	\$4,450,000	6

NEW MEXICO CREDIT ENHANCEMENT PROGRAM (CEP)

NMEDD participated in 3 loan projects through the NM Credit Enhancement Program. The projects were: Firehouse Subs (Hobbs), Haley’s Powerhouse Dance Studio (Roswell) and 66 Acres (19 Indian Pueblos Property). The program participated with \$206K in pledged CDs to cover collateral shortfalls against \$855k in loans and \$441K in private investment which will result in 57 jobs. There are two projects in the pipeline: Burque Bakehouse and Pave Prince.

RURAL EFFICIENT BUSINESS PROGRAM

The Rural Efficient Business Program hosted a workshop on July 7th in Clovis, hosted by the Clovis Industrial Development Corporation and Clovis/Curry Chamber of Commerce. There were approximately 15 participants at the workshop who were interested in energy efficiency and expansion projects. NMEDD will follow-up with Metal Rain Tanks, Rocky Mountain Aspen Ranch, and LAMB.

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Totals
Number of jobs created by the use of LEDA funds	2,200	873				873
Number of private sector dollars leveraged by each dollar through LEDA	15:1	6				6

NEW MEXICO MAINSTREET (NMMS)

REINVESTMENT, BUSINESS, AND PROJECT FUNDING HIGHLIGHTS:

- \$1 million in public sector reinvestment in the Barelás District resulted in the rehabilitation of three buildings, the reopening of the iconic “Red Ball Café,” and the creation of 18 net new jobs.
- Farmington reported \$365,000 in private sector reinvestment that led to three building rehabilitations, two new business openings, “The Castle Frozen Yogurt” and “Lovin Life,” and the creation of four net new jobs.
- Seven new businesses opened within the Los Alamos MainStreet District, resulting in the creation of 95 net new jobs for the community. This includes 80 jobs added by “N3B Los Alamos” and seven new jobs at “Bankens Mountain Martial Arts Academy.”
- Grants MS reported \$132,500 in private sector reinvestment that led to the opening of 6 new businesses, and ten net new jobs.
- Ten MainStreet organizations (Alamogordo, ABQ-Downtown, ABQ-Nob Hill, Deming, Grants, Lovington, Raton, Ruidoso, South Valley, and Tucumcari) brought in a combined \$115,025 in private sector grant dollars to their districts.

FY19 FRONTIER COMMUNITIES

Cimarron, Placemaking: NMMS will provide landscape design and planning assistance for Cimarron’s Santa Fe Trail Scenic Byway project along US Hwy. 64.

Conchas Dam, Building Rehabilitation/Adaptive Reuse Project: NMMS will provide design and planning assistance to develop a concept design and rehabilitation plan for the Historic Conchas Lodge that has been vacant since it closed in 2005.

Rodeo, Design/Building Rehabilitation: NMMS will provide architectural and design assistance to support the preservation and restoration of the deteriorating historic adobe building that currently houses the Chiricahua Gallery.

Taos Pueblo, Placemaking: NMMS will assist with the creation of a business hub at the Taos Pueblo Red Willow Center that includes an open-air market and demonstration area for arts and craft vendors.

METRICS

- 20 Net New Businesses
- 9 Business Expansions
- Net New Jobs Created: 172.5

Performance Measures	Target	Q1	Q2	Q3	Q4	YTD Totals
Dollars of private sector investment in MainStreet districts (in millions)	\$11	\$6,204,350				\$6,204,350
Number of building rehabilitations	150	69				69

TECHNICAL ASSISTANCE PROVIDED TO A COMMUNITY

1. Region 1 – City of Farmington approved a ¼ percent gross receipt tax dedicated to diversifying the economy with a focus on Outdoor Recreation. Tax will become effective January 1, 2019. Regional Representative working with the community to develop processes policies and procedures for use of the proposed funds.
2. Region 2 – Through the assistance of the Regional Representative the communities of Bosque Farms and Peralta have established a 501(c)3 under the name of Middle Rio Grande Economic Team for the purpose of Economic Development.
3. Region 4 – The Regional Representative assisted the Greater Tucumcari Economic Development Corporation in brokering the deal, which saw Mesalands Community College Board purchase the former New Mexico National Guard Building for one dollar that will be converted to be utilized as a commercial kitchen, firearms engraving and gunsmithing program
4. Region 5 – The Regional Representative worked with City of Las Cruces to update LEDA Ordinance and adopt a GRIP (Gross Receipts Incentive Program). Provided model policies and reviewed proposals. Both Economic Development policies adopted in September 2018.
5. Region 6 – Regional Representative worked with Capitan Village Clerk to create LEDA ordinance, which was adopted on July 10, 2018.

ASSIST COMMUNITIES IN DEVELOPING AND FUNDING PROJECTS THAT WILL RESULT IN ECONOMIC GROWTH IN THE COMMUNITY OR REGION

Region 4 - Philmont National Scouting Museum was funded completely with private funds that included a \$2 million trust for operation, Governor Martinez attended and spoke before an audience of almost 1,000. The Regional Representative assisted with the marketing, promotional materials and programs for the facility.

LEDA PROJECTS ASSISTED BY REGIONAL REPRESENTATIVE

- Region 3 – Indica Labs – Albuquerque
- Region 3 – Kevothermal – Albuquerque
- Region 3 – RS21 – Albuquerque
- Region 3 – Vitality Works – Albuquerque
- Region 3 – Taskus - Albuquerque
- Region 3 – Advanced Network Management - Albuquerque

LEADS GRANTS AWARDED:

- Greater Gallup EDC - \$15,000
- Grow Raton - \$15,000
- LEA County EDC - \$15,000
- Clovis Industrial DC - \$15,000
- Carlsbad DOD - \$15,000
- MVEDA - \$15,000
- Four Corners ED - \$7,000
- Lovington EDC - \$10,000
- Los Lunas - \$6,000
- City of Las Cruces - \$6,100
- Deming Luna County EDC - \$5,000
- Cibola Communities EDF - \$9,000
- Anton Chico EDC - \$3,000
- Otero County EDC - \$6,000
- Santa Fe County - \$8,000
- Mora County EDC - \$6,750

REMOTE WORKER GRANTS AWARDED:

- GROW Raton - \$21,000
- Cibola County EDF – \$38,500
- Sandoval County - \$7,000

Performance Measure	Target	Q1	Q2	Q3	Q4	YTD Total
Technical assistance provided to a community that results in a new economic development program or asset	4	5				5

OFFICE OF SCIENCE & TECHNOLOGY (OST)

OST was without a manager from May until August 2018. Hired in August, Dr. Myrriah Tomar is a native New Mexican who received her Ph.D. in Molecular Biology from the University of Colorado's Anschutz Medical School and her B.S. in Biochemistry from UNM. She has worked with a small startup company and in tech transfer at Rice University.

SBIR MATCHING GRANT PROGRAM

Each year, New Mexico companies receive over \$17 million dollars of federal investment from the Small Business Innovation Research (SBIR) program. The Office created a state matching competitive grant program to provide companies with business development assistance to accelerate the commercialization of SBIR supported research and development.

A new round of applications for state SBIR matching grant funding was announced in FY 19 Q1 and will be awarded in FY 19 Q2. An update on the new round of funding will be announced next quarter.

NEW MEXICO INNOVATION VOUCHERS

The next round of applications will be solicited and awarded in the second quarter.

TECHNICAL ASSISTANCE PROVIDED TO NEW MEXICO BUSINESSES

Ten (10) companies were assisted by OST in the first quarter.

OFFICE OF INTERNATIONAL TRADE

GOAL: INCREASE EXPORTS OF NEW MEXICO GOODS AND SERVICES.

New-to-Export (NTE) and Market Expansion (ME) firms during the first quarter included CSI Aviation at Air Africa Defense Show, Morocco and Nigeria Gold Key Service outreach. NTE companies like Native Grown and Cervantes Food Products participated in export outreach to Singapore and Hong Kong. Sandia Biotech, Inc. Agilvax, Inc. Versatile Med Analytics all NTE firms participated in the Bio International Convention in Boston, Massachusetts to introduce their products to the market. Companies signed business prospects and contracts for future development in the amount of \$1 million. Private Label Select of Taos, NM an ME company extended their outreach to the United Kingdom and entered into business discussions to supply customers in the UK, Spain and New Zealand among others.

GOAL: INCREASE AWARENESS AND EXPORT READINESS AMONG NEW MEXICO COMPANIES.

Completed 20 individual, one-on-one export consultations with New Mexico companies and increased participation in international trade shows among 5 NTE companies and 2 ME companies.

Completed one seminar/workshop jointly with the Albuquerque Hispano Chamber of Commerce and the Albuquerque Bernalillo County Trade Alliance on Doing Business in Taiwan with 10 attendee companies.

GOAL: INCREASE THE NUMBER OF TRADE LEADS GENERATED BY FOREIGN TRADE OFFICES.

Provided 25 trade leads from the NM Middle East Trade Office and 10 leads from the Taiwan Trade office for New Mexico companies in the areas of medical supplies, food, wood products, craft beers and spirits.

GOAL: INCREASE THE LEVEL OF FOREIGN DIRECT INVESTMENT IN NEW MEXICO.

Developing three business prospects from Taiwan in the area of biotechnology, computer manufacturing and electric cables seeking to set up manufacturing facilities in New Mexico.

Completed contractual arrangement approval for FDI recruitment meetings with 10 Ireland companies and 10 United Kingdom companies to be scheduled for the coming month in November.

NEW MEXICO FILM OFFICE

The New Mexico State Film Office is a division of the New Mexico Economic Development Department that serves the film and television industry locally, nationally and internationally. The office's purpose is to market the state to this industry, service the productions and promote jobs for New Mexico residents. The division offers resources to producers, film crew and local filmmakers and works diligently to assist with the scouting of potential filming locations. The division consults with productions regarding the financial aspects of their projects, guiding them through the incentives such as the 25% to 30% Refundable Film Production Tax Credit and the Job Training Incentive Program for Film & Multimedia. The division also connects productions with the crew, vendor services and film liaisons throughout the state.

The division continues to focus on three (3) main initiatives: (1) Recruitment; (2) Workforce Development; and (3) Statewide Industry Outreach.

RECRUITMENT

The division's primary purpose is to market the state to the film & television and emerging media industries, service the recruited productions and companies, and promote job and business opportunities for New Mexico residents. This includes consulting with production and emerging media companies regarding the financial aspects of their projects, and guiding them through the incentives such as the Refundable Film Production Tax Credit. The division also provides direction to companies regarding potential locations on which to film, as well as connecting the productions with the crew, vendor services and film liaisons throughout the state. The division continues to work towards taking the lead in Emerging Media entrepreneurial opportunities in-state.

Highlights: Film and TV were on the move with the continuation of ongoing TV series in production as well as full season orders of major TV series and pilots: *Daybreak* Season 1 (Netflix), *Briarpatch* pilot (NBC), *Our Lady of Perpetual Grace* Season 1 (MGM), *Roswell, New Mexico* Season 1 (CW) and *Beyond Roswell* (indie web series). Current feature films include: *The Mule* (Warner Bros.), *Stargirl* (Disney), *Walk, Ride, Rodeo* (Netflix), *Rebel Heart* (indie), *Utopia Road* (indie), *Built for Life* (documentary) and *Veritas Templarum* (documentary). Several short films were produced from aspiring filmmakers: *The Hire*, *The Crossing*, *Kaya*, *Well Intentioned Banditos*, *Boots of My Brother*. And New Mexico was also the backdrop for a national Lexus commercial filmed at the Santa Fe Opera as well as the Meow Wolf produced music video, *No Le Dijan*. New Media included the video game film component, *Back to Earth*.

WORKFORCE DEVELOPMENT

The Job Training Incentive Program for Film & Multimedia (JTIP) provides multiple ways for residents to advance in this industry and to keep talent in-state. The program continues to evolve and expand to meet industry needs. The Film Crew Advancement Program (FCAP) is the division's priority program in training as it provides high-wage job opportunities with production companies where crew can diversify and advance their skills, increasing retention and continual employment in the industry. As an additional incentive to the Film Tax Credit, productions that hire qualifying, local crew are reimbursed fifty percent (50%) of a qualifying resident's wages for up to 1040 hours. In addition, the program encourages

veterans and reserve member components to apply transitional skill sets to this industry in an initiative entitled “Operation Soundstage.”

Highlights: In the first quarter: six (6) companies qualified for FCAP with fifty-eight (58) resident participants at an average wage of \$20.63 per hour.

STATEWIDE OUTREACH

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. The five (5) that have been identified by the division to increase the effectiveness of local outreach are (1) expanding upon the Statewide Film Liaison Network that trains designated community members in the production process and encourages filmmaking in rural areas; (2) collaborating Film Tourism efforts to give communities an additional way to market to visitors, to increase economic impact and to benefit from the success of the industry; (3) holding monthly meetings and utilizing social media to assist in educating the public on the industry and the division’s resources; (4) developing educational networking initiatives to provide opportunities to learn about film and media programs available throughout New Mexico; and (5) expanding on two primary outreach events: the annual NM filmmakers Showcase and the annual Film & Media Industry Conference.

Highlights: The division held three monthly educational speaker series covering all topics relevant to the film and media industry. Attendees had the opportunity to learn more about the resources the NMFO can provide and how the community can work with the film and television industry in NM. July’s topic covered “Breaking into Background Work in New Mexico”; August’s topic was “The New Mexico Film Incentive”; and September’s topic was “Entertainment Law Basics”.

The division had working interns on two (2) feature films, “Stargirl” and “Walk.Ride.Rodeo” and on documentaries “Complexity” and a behinds the scenes documentary for “Cliffs of Freedom”.

Guests on the division’s Filmcast podcast included: Eric Witt, Executive Director of the Santa Fe Film Office; Angelique Midthunder - Midthunder Casting; Professional Movie Extras Paul & Randa Silva; and Marc Comstock, Actor & President NM SAG/AFTRA.

In August, the division held the annual Film Liaison Summit in Deming. Topics covered included Film Tourism, the new division website and the upcoming annual film and media conference. The schedule/panels/panelists are being finalized for the 2018 Annual Film and Media Conference to be held November 16th and 17th at the Crown Plaza in Albuquerque. NMFO continues to have a strong presence on social media with Facebook, Twitter and LinkedIn, and continues to send out a monthly newsletter to over 5,700 subscribers highlighting events, liaisons, podcasts and production information.

Performance Measures	Targets	Q1	Q2	Q3	Q4	YTD Totals
Number of film and media worker days	300,000	96,543				96,543
Direct spending by film industry productions (in millions)	\$330	\$112.2				\$112.2