

## EDD News

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### **Governor Susana Martinez and the NM Film Office Welcome Netflix, Years of Consistent Gains Pay Off**



Governor Susana Martinez, Mayor Tim Keller, and Ty Warren, Vice President of Physical Production for Netflix, announced that Netflix chose Albuquerque as the site of a new U.S. production hub on October 8, 2018. The company is in final negotiations to purchase ABQ Studios located in Albuquerque's Mesa Del Sol. Upon closing, the company plans to bring \$1 billion dollars in production to New Mexico over the next ten years and create up to 1,000 production jobs a year.

A combined LEDA investment of \$14.5 million supported Netflix' decision, \$10 million from the State of New Mexico and \$4.5

million from the City of Albuquerque. [Read more](#).

### **From the Desk of Nick Maniatis, New Mexico Film Office Director**



Netflix's announcement to open a new U.S. production hub in Albuquerque shined a spotlight on our outstanding film industry. We received national attention and the pride and hope that New Mexicans felt was truly palpable.

Netflix dramas "Chambers" and "Messiah" are currently being produced in the Albuquerque area; both productions have provided jobs for over 700 New Mexican crew members. Previous Netflix productions in New Mexico include the Emmy Award-winning limited series "Godless," "The Ridiculous Six" and "Longmire."

*Secretary Matt Geisel and Film Office*

New Mexico has a rich history of film-making

Director Nick Maniatis at the Netflix announcement

and post-production - this year we celebrated 120 years of film in New Mexico! Netflix choosing New Mexico is a testament

to the hard work and innovation of NM Film. ABQ Studios is a world-class studio: it opened in 2007 and includes 132,000 square feet of sound stages, 100,000 square feet of production offices and a large backlot.

Netflix will be among a large and growing community of dedicated professionals. This deal was years in the making and is a tremendous victory for the state.

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## Three More Homegrown Innovation Success Stories!

- **QUIZ: Do you know the fastest-growing business in New Mexico (in terms of revenue growth)?**
    - HINT: Founded in 2015 in ABQ.
    - HINT: Recently opened an office in Washington, D.C.
    - Last HINT: Announced a major expansion in September.
    - Give up...? ([Click here for the answer](#))
  - **Indica Labs is Growing**

Indica Labs is an industry-leader in tissue-specific image analysis algorithms which can be used in a variety of truly integrated digital pathology environments. Indica's analytical software is used in cancer research, immunotherapy and diagnostic aid. The company will create 58 new jobs supported by a LEDA investment. [Read more.](#)
  - **3D Glass Solutions Expanding Headquarters**

3DGS has attracted a strong and growing domestic and international customer base, which has drawn foreign investment to the state. Company founder and CTO, Jeb Flemming, is a New Mexico Institute of Mining and Technology alumnus. The company will create up to 139 new high-wage, high-tech manufacturing and technology jobs. [Read more.](#)
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## Lenders Needed

The NM Credit Enhancement Program is enrolling lenders and projects. [Learn more about the program.](#)

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## Pledge to America's Workers

In an effort to provide Americans with rewarding careers, the President signed an Executive Order on Workforce Development on July 19, 2018. This initiative is aimed at challenging companies of all sizes across the country to sign this pledge, committing to expand programs that educate, train, and re-skill their workers. Since the Workforce Executive Order announcement, more than 140 companies and associations have signed the pledge, contributing to over 4.7 million new opportunities for American workers. [Learn more.](#)

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## New Mexico MainStreet Presents "Voices of MainStreet" Video Series

Those who work in MainStreet know it can be a challenge to answer the question "what does MainStreet do?" Executive Directors and Board



Members have crafted their "elevator" pitch to summarize a large and multifaceted approach in just a few short sentences.

New Mexico MainStreet (NMMS) developed a series of videos called "Voices of MainStreet" to highlight MainStreet's entrepreneurs, building

owners and community members working to restore buildings, rebuild great streets, and create economic opportunities in downtowns. In historic downtowns, local MainStreet leaders, using the state's public investment, are making a difference by transforming the local economy and improving the quality of life.

NMMS worked with Narrative Media of Santa Fe to produce the series and help demonstrate what MainStreet does and what it means to community members. [Watch the videos.](#)

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## Join NMEDD for the NMIDEA Annual Meeting & Conference

NMIDEA will hold its 2018 Annual Meeting at the [Santa Ana Star Casino Hotel](#) on November 13-14. To receive the special rate, you must book your room by October 30. The conference will include tours of three New Mexico Homegrown Businesses: Ideum, Bosque Brewing and Insight Lighting. For more information and to register visit [NMIDEA](#).

NMEDD's Rural Economic Development Council will meet in the same location on November 15 from 10:00 am-3:00 pm. For more information contact [Mark Roper](#).

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## NM Film & Media Industry Conference November 16-17 at the ABQ Crowne Plaza Hotel

Join us for the following events and panels!

### Thursday night:

- One-on-One Sessions with Industry Professionals

### Friday's Panels:

- The Land of Entertainment: Special celebrity guests and a panel of producers
- Literary Representation: I Have a Script, Now What?
- Meow Wolf: How Did They Do That?
- Production Accounting, Production Payroll, and Production Incentives: Best Practices
- The NMFO Website: So Much to Offer
- Financing your Project... How Do I Pay for This?
- New Mexico Talent Agents: Getting Yourself Represented
- 7 Deadly Sins of Filming on Location
- Networking Mixer: Join fellow Conference Attendees to mix, mingle, sing Karaoke and take photos in our photo booth!

### Saturday's Panels:

- Pitching Your Project, in an Elevator and Other Places
- New Media, What is it Now?
- LA to NM Casting from the Coast
- How to Get Distribution: Now That You Made It, How to Get People To See It
- New Mexico's Casting Directors, In the Room and Beyond
- Closing Lunch with special celebrity guest!

In addition to the panels we will be screening the winning films from the New Mexico Filmmakers Showcase both Friday and Saturday, we'll have an open Casting Call with Background Agencies on Saturday and we have some amazing sponsors and vendors for you to meet!

[Attendee Registration](#)

[Book your room at the \\$89 Conference Rate](#)

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## Meet Joel Salas, Finance Development Specialist



Joel joined the Finance team in August and we are thrilled to have him! Joel comes to us from UNM where he earned his MBA. Originally from Ruidoso, Joel now lives in Albuquerque and braves the commute to EDD in Santa Fe. In grad school, Joel was most excited by the UNM Small Business Institute (SBI) at Anderson. He is passionate about helping small businesses in New Mexico which is why this position is such a perfect fit. "New Mexico is a great place to be, there's so many wonderful things here and I want to help make it even better," said Joel.

3D Glass Solutions was his first LEDA project and he was excited to be at the announcement event on 10/22 to celebrate their expansion. When not working on finance projects, Joel might be eating pizza (his favorite food) or on the soccer field. He has played soccer for 23 years, both indoors and outdoors, and one of his team names is "Bout to get Messi."

Welcome to EDD, Joel!

## Upcoming Events

### **New Mexico SBIR Award Matching Grant Application Due**

**Friday, November 2**

[Learn more](#)

### **NMIDEA Annual Meeting and Conference**

**November 13-15**

[Learn more](#)

### **The New Heat Map: Investing in Southern NM**

**Thursday, November 15**

6:00-8:00 p.m.

Las Cruces

[Learn more](#)

### **2018 NM Film & Media Industry Conference**

**November 16-17**

Albuquerque

[Register here](#)

### **NMEDD FDT Webinar: Brownfields Financing 101**

**Tuesday, November 27**

10:00-11:30 a.m.

[Register here](#)

## **Rural Efficient Business Program Workshop**

**Wednesday, December 5**

Carlsbad

[Learn more](#)

## **FUNDIT Meeting**

**Tuesday, December 11**

1:30-3:30 p.m.

Santa Fe, Toney Anaya Building

[Learn more](#)

## **NM SBIR/STTR Innovation Summit**

**Wednesday, December 12**

8:30am-5:30pm

Albuquerque

[Learn more](#)

## **STEM Boomerang**

**Thursday, December 20**

Albuquerque

[Learn more](#)

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