



NM Borderplex

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MVEDA Mission

“Providing the Mesilla Valley with a regional and integrated economic development approach to growing and improving economic-based, job opportunities for its residents.”

MVEDA VALUE PROPOSITION

A Public/Private Sector Effort

- Leveraged Funding
- Diverse leadership comprised of public, educational, and private sector.
- Staff comprises over 50 years of E.D. expertise.
- Accountability with measured goals.
- Full Service Regional Economic Development Org (EDO)
 - Business Attraction & Existing Business Development
 - Capacity Building & Economic Dev. Advisory

MVEDA's Leadership in Econ. Dev.

LED EFFORTS ON

- ▶ HB147 (2017) Workforce Training Residency Requirements
- ▶ HB 123/HB2–NMPartnership Funding
- ▶ HB 126 – Economic Development Grant Fund Appropriation
- ▶ House Memorial 16– Economic Development Innovation Task Force
- ▶ JTIP Admin. Changes to Value Added Ag
- ▶ JET Fund for WIOA Program
- ▶ Video Gaming Application of Film Tax Credits

SUPPORTED EFFORTS ON

- ▶ Diesel Refuel Tax Exemption
- ▶ Border Overweight Zone
- ▶ Informed Consent for Space Related Companies

ADVANCING FUTURE POLICY

- ▶ Chair, NMIDEA Leg. Policy Committee
- ▶ Chair, ACI, Economic Development Policy Comm.

On Policy

NATIONAL

- ▶ Member, International Economic Development Council (IEDC)
- ▶ Member, Industrial Asset Management Council (IAMC)
- ▶ Member, CoreNet Global

STATE & LOCAL

- ▶ Board Member, NM First
- ▶ Board Member, NM Partnership
- ▶ Board Member, Spaceport Authority
- ▶ Board Member, Arrowhead Inc.
- ▶ Board Member, BRIDGE of S. NM
- ▶ Board Member, NMIDEA
- ▶ Board Member, Las Cruces Film

On Boards &
Organizations

MVEDA's Impact to State of NM

FY10-11 to FY18-19 YTD

Direct Jobs: 2982

Value of New Construction: \$158,748,297

Value of New Equipment Purchases: \$714,861,205

IMPACT ANALYSIS

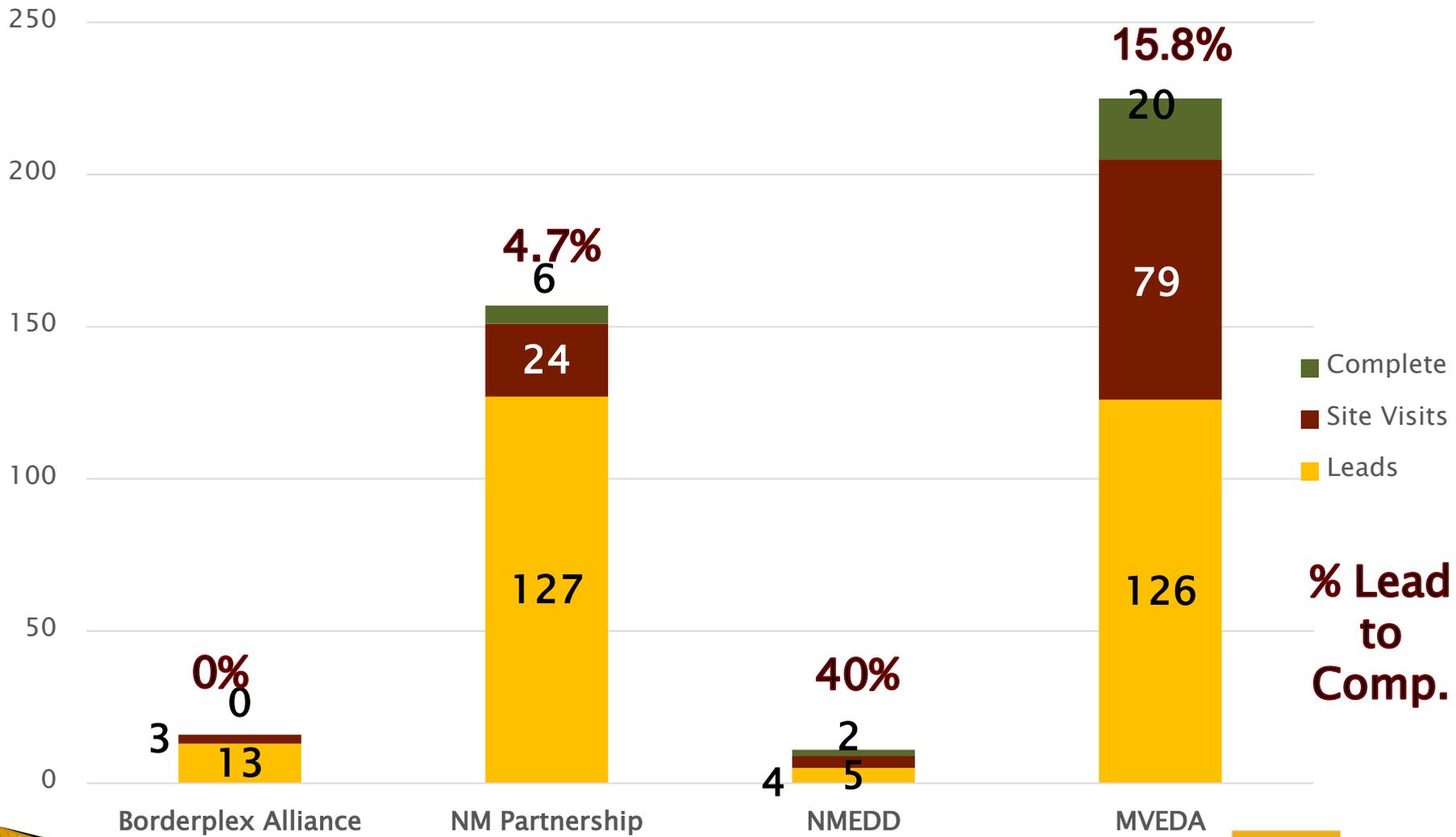
Indirect Jobs: 1429

State Tax: \$45,868,504

Local Schools: \$29,000,876

DACC: \$4,307,265

Leads to Completion FY15-19



*MVEDA includes: Relationship Marketing, R&E, Targeted Marketing



Asset Based Targeted Industry Approach

SUPPORTING ASSETS	RESULTING TARGET
Port of Entry/Proximity to Mfg. Hub 250,000 Regional Manufacturing Employment \$500MM Intermodal Investment \$70 Billion in Annual Trade Equidistant rail to Houston and L.A Sea Ports	Manufacturing & Logistics Border Related Emphasis
UAV Center of Excellence (Flight Test Center) Spaceport America (High Altitude Testing) WSMR (Protected Air Space) PSL (UAV Technical Support)	Aerospace UAV/Drone R&D and Manufacturing
Agricultural Heritage Ag Research Existing processing and production (chile)	Value Added Agriculture Building Localized Commodities
Large, well trained back office workforce Large, underemployed population Supporting Facilities	Technical Back Office Support

New Target Industries



Unique Training Assets

- Film Tax Credit & LEDA
- Fits with Governor's Priority (Film)
- Aligned Workforce Training in Place
- **Challenge: Risk Capital Needs**



Vertically Integrated Market

- Capacity for Biomass production, Extraction & Advancement
- NM Emerging as area of Interest by Producers
- LEDA & JTIP policy in place.
- **Challenge: Developing Policy at State & Local**



"Best of Both Worlds" Manufacturing Environment

- Increased area of State focus & investment
- Dona Ana County offers best mfg. environment in state.
- Fits Governor's & City of Las Cruces' Priority
- **Challenge: Overshadowed by tourism & land**



Uniqueness: Large Regional Healthcare Market

Challenge: Workforce availability/Policy Issues

Initiative: Quantify workforce.

Needs in Economic Development

GROWING STATE RESOURCES

- ▶ Permanent funding vehicle for economic development
- ▶ NM Partnership marketing budget increase to \$3mm
 - (Endorsed by 2016 NMF town hall & HB123)

GROWING REGIONAL RESOURCES

- ▶ EDO Staff Augmentation - \$1.5mm
 - (Endorsed by 2016 NMF town hall & HB 126)
- ▶ Procurement Rules Favorable to Investments into Public/Private EDO efforts

NEW TOOLS

- ▶ Financing Spec Facility Development
 - (LEDA overlays with Opportunity Zones as a tool)
- ▶ Talent Recruitment Initiatives
 - (Alumni as an Asset)
- ▶ High Tech Start-up Tools- Risk Capital?
 - (HB 219 Refundable Angel Tax Credit)



Thank you,
Q&A