

AED MISSION

To strengthen the economy of the Albuquerque metro area by recruiting export-oriented employers, and by assisting in the retention and expansion of existing business and industry.

AED: Generating Jobs and Opportunities for the Albuquerque Metro Area

Albuquerque Economic Development

BUSINESS RECRUITMENT

AED markets the Albuquerque metro area to leading site location consultants, industry influencers and media around the world by:

- Conducting sales mission trips.
- Participating in industry-specific trade shows.
- Hosting special events such as familiarization tours.
- Advertising in key publications.
- Developing marketing materials such as AED's website, videos, social media campaigns and more.

Albuquerque Economic Development

INDUSTRY CLUSTER RECRUITMENT

- Aviation and Aerospace
- Corporate Shared Service Centers
- Plastics
- Solar Technology and Renewable Energy
- Semiconductors and Electronics
- IT, Software and Cybersecurity
- Data Centers
- Digital and Emerging Media

Albuquerque Economic Development

BUSINESS RECRUITMENT

AED's services include:

- Site selection assistance
- Business incentives analysis
- Labor market analysis
- Real estate search
- Customized site and building tours
- Meetings with city, county and state officials
- Workforce recruitment and job-training assistance
- Introductions to local business contacts



BUSINESS RECRUITMENT SUCCESSES

- Facebook Data Center
- Keter Plastic
- SolAero Technologies
- Rural Sourcing, Inc.
- Fidelity Investments
- GAP, Inc. Corporate Shared Service Center
- Tempur-Pedic
- Flagship Food Group, LLC
- Comcast
- NORC at the University of Chicago
- 2ND GEAR
- Canon Information Technology Systems
- Lowe's Customer Support Center
- Sennheiser New Mexico
- PR Newswire/Cision
- General Mills
- Intel Corporation
- U.S. Forest Service
- Ethicon Endo-Surgery



RETENTION & EXPANSION OF LOCAL BUSINESS

AED connects existing local employers with the tools and resources they need to grow in the metro area, generate new jobs, and strengthen the region's economy.

Our goal:

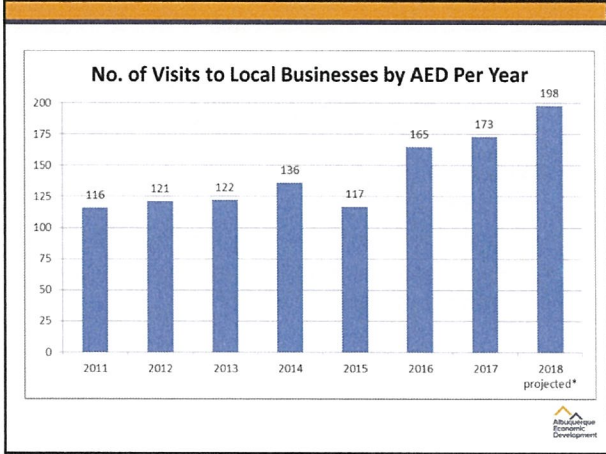
Keep these employers in the region and help them expand.



RETENTION & EXPANSION OF LOCAL BUSINESS

- Introduce businesses to lenders for financing options.
- Help businesses find new space.
- Link companies to resources at the national labs.
- Educate employers about the state's JTIP program and the federal WIOA program to hire and train new employees.
- Provide personalized guidance and advice.
- **Ask each business "What is keeping you from growing your business?" and then provide customized solutions.**





- ### JOB TRAINING INCENTIVE PROGRAM
- Provides partial reimbursement of a new employee's wage during a training period.
 - Elevates the skills of New Mexico residents, thereby increasing their earning potential.
 - Requires that an employer be an economic base company that is adding new, full-time jobs and generates more than 50% of its revenue from outside of the state.
 - **Helps attract new employers to New Mexico and helps retain existing employers.**

JOB TRAINING INCENTIVE PROGRAM

SINCE ITS INTRODUCTION IN 1972, JTIP HAS SUPPORTED

45,000 NEW JOBS

1,400 BUSINESSES

JOB TRAINING INCENTIVE PROGRAM

	AMOUNT AWARDED	NUMBER OF COMPANIES	EMPLOYEES TRAINED	ESTIMATED NEW PAYROLL
FY 18	\$15.3 M	59	1,703	\$64.8 M
FY 17	\$12.7 M	57	2,009	\$69.7 M
FY 16	\$13.3 M	60	2,238	\$83.4 M

JOB TRAINING INCENTIVE PROGRAM

- \$9 million was appropriated for JTIP during the current fiscal year (FY 2019).
- JTIP will run out of money prior to the end of the fiscal year on June 30, 2019.
- We request that the Legislature appropriate an additional \$3 million when it convenes in January 2019 for use during the remainder of FY 2019.
- We request that the Legislature appropriate \$12 million for JTIP during FY 2010.
- **We respectfully ask the members of the Economic & Rural Development Committee to support these requests.**



LOCAL ECONOMIC DEVELOPMENT ACT (LEDA)

- More than 30 states have a “closing fund” similar to LEDA.
- Available to new and existing employers.
- Helps attract new employers and helps existing employers expand.



USE OF LEDA FUNDS

CAN BE USED FOR



- LAND
- BUILDINGS
- INFRASTRUCTURE IMPROVEMENTS

CANNOT BE USED FOR



- WORKING CAPITAL
- OPERATING COSTS
- EQUIPMENT



KETER PLASTIC - BELEN

- Approved for \$2 million in LEDA funding.
- Approved for \$510,000 in JTIP reimbursement.
- Commitment of 175 new jobs.
- Purchased the former Solo Cup facility, which had been vacant since 2009.
- \$36 million renovation of existing building.
- \$2.7 million investment in new building.
- \$10.1 million estimated payroll for direct, indirect and induced jobs, according to Chmura Jobs EQ.



LEDA'S IMPACT

Fiscal Year 2017

\$15.8 M	530	\$346 M
Appropriated	Jobs Created	Private Investment

Fiscal Year 2018 (Q1 – Q3)

\$5.2 M	866	\$294 M
Appropriated	Jobs Created	Private Investment



LEDA

- LEDA is financed via the state budgeting process and approved by the Legislature.
- Keeping the LEDA fund at **\$50 million** will ensure that funds are available for immediate awards when putting together a competitive package for an employer who is considering other states for a location or an expansion.
- **We respectfully ask members of the Economic & Rural Development Committee to support our request to maintain LEDA at \$50 million.**



MANUFACTURING INVESTMENT TAX CREDIT

- Manufacturers are eligible for a credit equal to 5.25% of the value of qualified equipment used directly in a manufacturing process.
- The credit can be applied against gross receipt tax, compensating tax or withholding tax due, and is limited to 85% of the sum of taxes due for any reporting period.
- To be eligible, the manufacturer must also meet job creation requirements.



MANUFACTURING INVESTMENT TAX CREDIT

- To attract and retain manufacturers, AED recommends making equipment purchased by manufacturing companies exempt from New Mexico gross receipts and compensating tax.
- Arizona, Colorado, Kansas, Oklahoma, Texas and Utah offer this exemption for the purchase of qualified manufacturing equipment.
- This would level the playing field between New Mexico and surrounding states.



FOR MORE INFORMATION



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