



The Road to Resiliency

PRESENTATION TO THE
ECONOMIC & RURAL DEVELOPMENT COMMITTEE
NOVEMBER 10, 2020

ALICIA J. KEYES, CABINET SECRETARY

JON CLARK, DEPUTY CABINET SECRETARY

To improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive.

OUR MISSION



EDD supported the creation of 1,219 jobs in Q1 FY21

None of these jobs would have happened in New Mexico without JTIP and LEDA.

JTIP & LEDA are more
critical now than ever.



Eight Announcements Since March

High Plains Processing

Family-owned beef processing plant



Colorado company is investing \$1.6M in a vacant building in Las Vegas

The Meston family owns the Fifteen Mile Ranch in Bennett, CO

20 new jobs with an annual payroll of \$655,200

High Plains has identified restaurant, hospitality & consumer markets in the U.S. and Asia

LEDA investment of \$100,000

JTIP grant of \$287,298 for 22 jobs thus far

EAGL Technology

Manufactures sensors to detect gunfire

- Expanding in Albuquerque
- 16 new jobs
- New investment of \$1.7M
- LEDA investment of \$200,000



HAPSMobile & AeroVironment

Global telecommunications partnership

Signed a lease at Spaceport America for test operations & development of a specialized communications platform designed to provide internet connectivity globally (shown at right)

Restricted airspace, weather, aerospace workforce and proximity to NMSU were factors in the decision

LEDA investment of \$500,000

30 new jobs



Unmanned solar-powered High Altitude Platform System

SavantX

Quantum computing company



Founded in Wyoming in 2015

Moved corporate headquarters to Santa Fe

LEDA investment of \$450,000

116 new jobs at an average salary of \$90,000

New Mexico competed with California, Idaho, Utah and Oregon for the project

Santa Fe was chosen due to the proximity to Los Alamos and Sandia National Labs.

Rose's Southwest Paper

Family-owned paper company that supplies the national janitorial & restaurant markets



Roses converts industrial rolls of paper into toilet tissue, hand towels and napkins for commercial consumption

The company will invest \$12M in the expansion which includes new equipment, conveyor, and palletizing capacity

JTIP grant of \$163,000 to train new workers

LEDA investment of \$100,000

38 new jobs

SCEYE

Stratospheric flights for earth observation & communication

SCEYE has been in New Mexico for 3 years conducting research at airports in Roswell & Moriarty

The company's goal is universal access to the internet while simultaneously monitoring the environment, specifically methane emissions

SCEYE has chosen New Mexico for its production facility



SCEYE will utilize expertise from Sandia National Labs, the Air Force Research Lab, New Mexico Tech, NMSU & UNM

- JTIP grant of \$210,872 to-date
- LEDA investment of \$5M
- 140 new jobs

LaSen

Specializes in aerial
inspection & mapping
services



Located in Las Cruces

LaSen is expanding with a larger headquarters facility, and new drones and helicopters

The company will invest \$8.4M in a 37,000 SF building in the Pioneer Industrial Park

Economic impact of \$463M over ten years

JTIP grant of \$132,810 to-date

LEDA investment of \$750,000

79 new jobs – average salary of \$80,000

Ascent Aviation Services

Airplane repair and maintenance services

Arizona-based company has chosen to locate at the Roswell International Air Center

The company will invest \$18M in a maintenance hangar that will accommodate wide-body jets

Economic impact of \$545M over ten years

LEDA investment of \$4M

360 jobs at an average salary of \$54,000



Prent Corporation

Designs & manufactures custom plastic, thermoform packaging for the medical, electronic and consumer industries

Wisconsin-based company will build a 62,500 SF facility in Santa Teresa

Prent will invest \$12.5M

Founded in 1967, this will be the company's 11th manufacturing facility

LEDA investment of \$500,000

85 new jobs



JTIP

Q1 FY21

- 1,253 New Mexicans were trained for new jobs
- 420 trainees in rural communities

Albuquerque	Clovis	Corrales
Las Cruces	Las Vegas	Rio Rancho
Santa Fe	Sunland Park	Truth or Consequences



Cummins Natural Gas Engines, Clovis

Since January 1, 2019

The JTIP Board awarded money to 102 businesses to train **4,438 workers** and create 4,012 new jobs: **1,615 rural jobs (36%)** & 2,397 urban jobs in communities across the state:

Alamogordo	Church Rock	Los Alamos	Rio Rancho	Santa Teresa
Albuquerque	Clovis	Loving	Roswell	Sunland Park
Berino	Corrales	Moriarty	Sandia Park	Taos
Bernalillo	Deming	Questa	Santa Fe	Tierra Amarilla
Carlsbad	Las Cruces	Red River	Santa Rosa	Truth or Consequences

Companies representing industrial research, robotics, AI, defense, aviation, image analysis, remote sensing, quantum computing, commercial solar, aerospace, specialty foods, & agriculture

LEDA Q1 FY21

- LEDA supported 617 total new jobs
- 500 rural jobs

COMPANY	LOCATION	# OF JOBS	LEDA INVESTMENT	CAPX
Roses Southwest Paper	Albuquerque	38	\$100,000	\$12M
SCEYE	Moriarty or Roswell	140	\$5M	\$50M
LaSen Inc.	Las Cruces	79	\$750,000	\$8.4M
Ascent Aviation	Roswell	360	\$4M	\$18M

\$88.4M in New Private Investment (CAPX)



Since January 1, 2019

LEDA has invested \$35,075,000 in 23 companies

2,833 new jobs were supported

These companies will invest over \$500M in New Mexico

Total annual payroll in excess of \$250M annually

Estimated ten-year economic impact of \$4.5B

Locations in 11 communities shown below



Albuquerque	Cimarron	Las Cruces	Las Vegas
Los Alamos	Lovington	Roswell	Santa Fe
Santa Teresa	Tierra Amarilla	Upham/Spaceport America	

FDI Successes

Two Taiwanese
companies have located
to Santa Teresa

Admiral Cable & Xxentria
Technology Materials
Company



A bi-national trade mission to Taiwan in October 2019 resulted in Xxentria's decision to locate in New Mexico.

Sec. Keyes and her counterpart from Chihuahua participated.

Xxentria has purchased 40 acres in the Westpark Logistics Center.

The office and a manufacturing/distribution facility will be located in **Santa Teresa**, with the main production facility in **Chihuahua**.

We can recruit more Taiwanese companies with full-time representation there.

Film production began again on September 8th

The industry supports over 9,000 jobs in New Mexico

Five film service companies have expanded here in the last year:

Crafty Apes, a full-service visual effects company

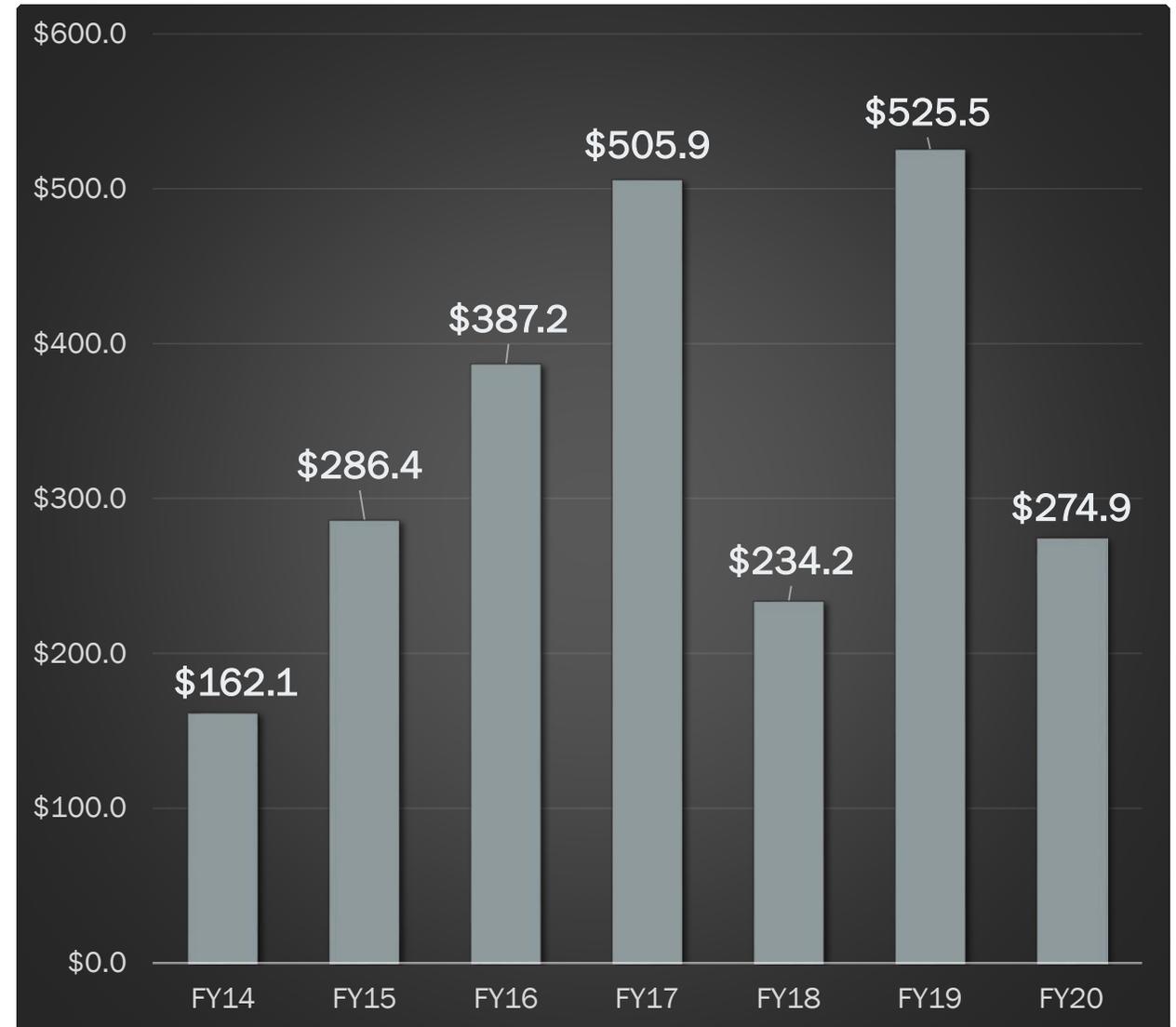
Buffalo 8, a film finance, production, post-production & distribution company

Keslow Camera, a camera rental house based in LA

Reynolds Advanced Materials, offer a variety of materials & technical expertise, including creating special effects

Production Resource Group, opened a facility that provides an extensive array of specialty production technology

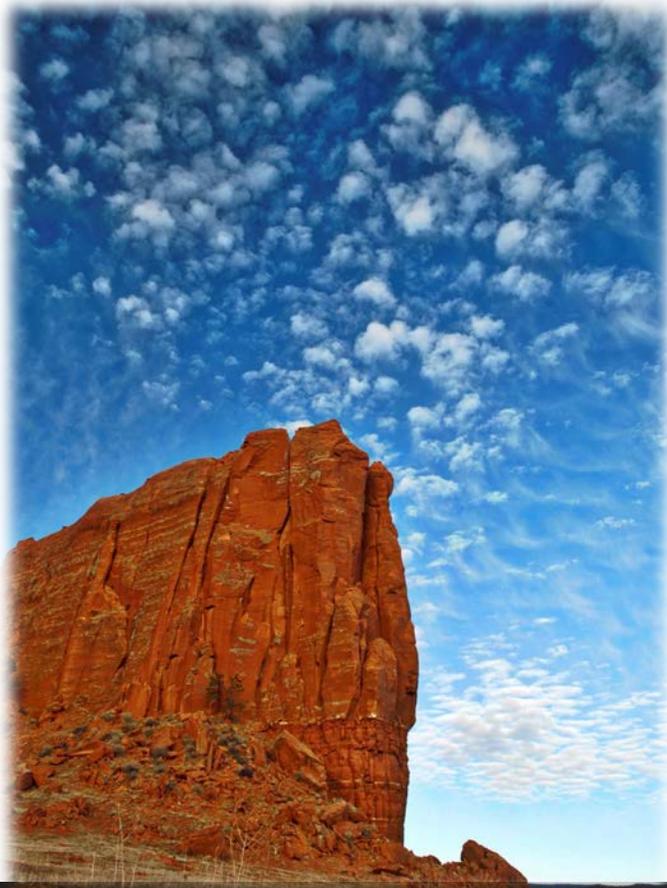
\$2.4B in direct spending over 7 years



Direct spend in millions



TOTAL SPENDING FOR ALL FILM AND TELEVISION PRODUCTIONS 2019-2020



SHOW	ESTIMATED TOTAL NM BUDGET
Away S1	\$1,250,000
Briarpatch S1	\$43,685,640
Evel S1	\$9,720,424
Prism Pilot	\$7,410,507
Brothers	\$6,741,293
News of the World	\$46,011,349
Biggest Loser	\$7,900,000
Total	\$122,719,213

Average Salary: \$56,175



	FY21	FY22	FY23	FY24	FY25
Estimated Direct Spend	\$408	\$489	\$530+	\$530+	\$530+
Estimated Total Payments	\$83	\$45	\$111	\$110	\$115

Estimated Tax Credits to Be Paid Out Per Fiscal Year

In Millions \$

New Mexico MainStreet

Impact of Capital Outlay Funds



Silver City Main Street Plaza

Investments in Public Infrastructure

Leverages public investment through Private Sector Reinvestment

Builds confidence and demonstrates visible improvements

Within three years of completed Public Infrastructure Projects:

- 60% - Increase in pedestrian traffic
- 60% - Increase in business expansions (retention/leakage)
- 95% - Increase in new business openings
- 70% - Reduction in building vacancies
- 80% - Greater attendance at downtown events



Tucumcari MainStreet's Second Street Great Blocks Project - June 2020

Outdoor Recreation Division

Created to expand the outdoor recreation economy in every corner of New Mexico, and bring jobs, prosperity and wellness to New Mexico residents

The Outdoor Recreation Economy directly supports 33,500 jobs in our state, \$1.2B in wages and 2.5% of the state's GDP

Three key initiatives:

The Outdoor Equity Fund

Special Projects & Infrastructure Fund

Business Incubators



The Outdoor Equity Fund

First of its kind in the country

The purpose of the fund is to help disadvantaged youth get outdoors

One \$10,000 grant has already had a huge impact



The grant was awarded to Silver Stallion, a nonprofit in Gallup that will establish a Mobile Ride Center

The grant also helped Silver Stallion raise an addition \$43,000 in funds from outside the state to support Diné mountain bike teams.

The Mobile Ride Center will travel the Navajo Nation repairing bikes for young riders whenever it is safe to do so.

[Watch the video](#)

EDD Grant Wins

- \$140,625
- \$681,308
- \$90,000
- \$20,000
- \$1,500,000

New Mexico MainStreet applied for and was selected to participate in the National Park Service Main Street Facade Improvement Grant Program. The program will provide \$140,625 in federal funding from the NPS for historic building façade improvements in Deming, Silver City, and Gallup.

The Office of Science and Technology received a \$681,308 federal grant from the OEA to help businesses comply with new federal cybersecurity requirements. The OST is partnering with NM Tech, MEP and the Procurement Technical Assistance Program to deploy the funds over the course of two years.

The Office of International Trade secured a State Trade Expansion Program (STEP) grant in the amount of \$90,000 for federal fiscal year 20-21 to support New Mexico companies with exporting their products internationally.

The Outdoor Recreation Division was awarded a \$20,000 grant from North Face to support the Outdoor Equity Fund.

EDD applied for and received an EDA grant of \$1.5M to support the 20-year strategic planning effort.



COVID Relief

Businesses & Jobs Saved



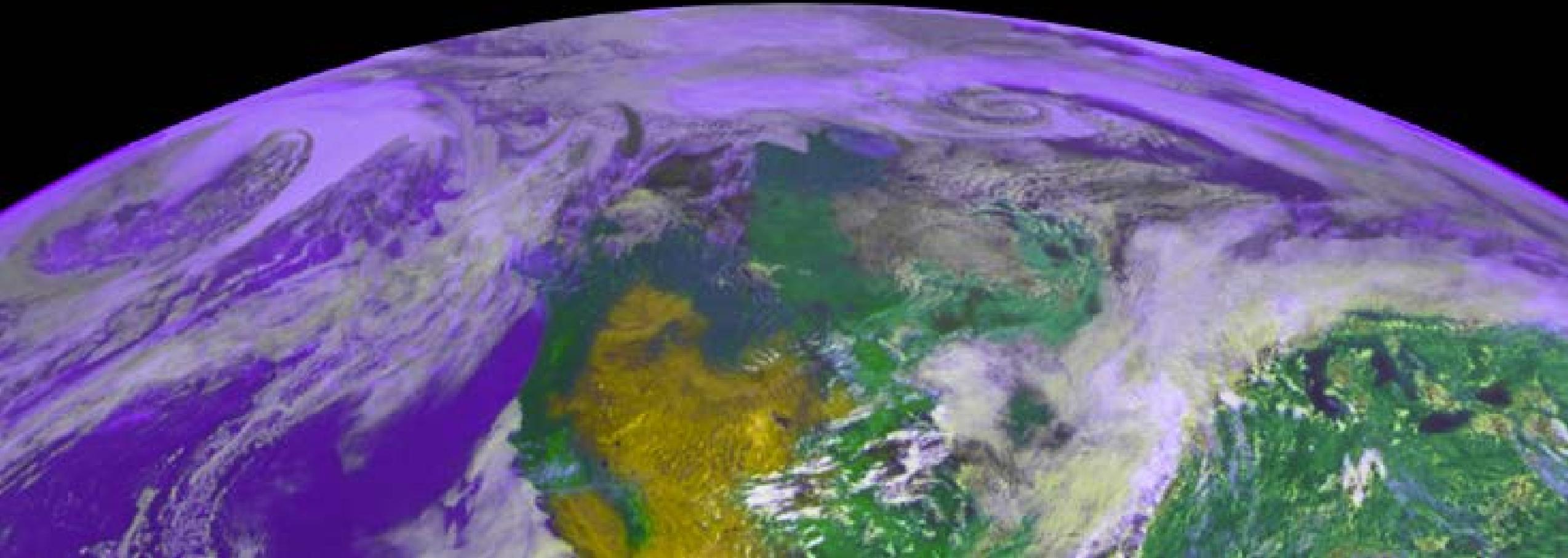
2040 Vision & Plan

Working with the COGs & Tribes
\$1.5M EDA grant



Outdoor Recreation Economy

Growing rural communities



Broadband

New Mexico Fully-Connected



FDI Reshoring Initiative

Two Taiwanese companies to-date



Renewable Energy

Collaboration with Energy, Minerals & Natural Resources



Film & Television

Supports more than 400 small businesses



Biosciences & BioPharma

The healing begins here



New Mexico's Space Cluster

HAPSMobile, SCEYE, LEO Satellite companies