

LFC Requester:	Norton Francis
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**AGENCY BILL ANALYSIS - 2026 REGULAR SESSION**

WITHIN 24 HOURS OF BILL POSTING, UPLOAD ANALYSIS TO  
[AgencyAnalysis.nmlegis.gov](http://AgencyAnalysis.nmlegis.gov) and email to [billanalysis@dfa.nm.gov](mailto:billanalysis@dfa.nm.gov)  
*(Analysis must be uploaded as a PDF)*

**SECTION I: GENERAL INFORMATION**

*{Indicate if analysis is on an original bill, amendment, substitute or a correction of a previous bill}*

**Date Prepared:** 2/3/2026 *Check all that apply:*  
**Bill Number:** SB212 Original  Correction   
 Amendment  Substitute

**Sponsor:** Senator Hamblen **Agency Name and Code:** Tourism 418  
**Short Title:** SKI AREA EQUIPMENT SALE GROSS RECEIPTS **Number:** \_\_\_\_\_  
**Person Writing:** Victoria Gregg  
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**SECTION II: FISCAL IMPACT**

**APPROPRIATION (dollars in thousands)**

Appropriation		Recurring or Nonrecurring	Fund Affected
FY26	FY27		
NA			

**REVENUE (dollars in thousands)**

Estimated Revenue			Recurring or Nonrecurring	Fund Affected
FY26	FY27	FY28		
NA				

(Parenthesis ( ) indicate revenue decreases)

**ESTIMATED ADDITIONAL OPERATING BUDGET IMPACT (dollars in thousands)**

	FY26	FY27	FY28	3 Year Total Cost	Recurring or Nonrecurring	Fund Affected
<b>Total</b>	NFI	NFI	NFI			

(Parenthesis ( ) Indicate Expenditure Decreases)

Duplicates/Conflicts with/Companion to/Relates to:  
 Duplicates/Relates to Appropriation in the General Appropriation Act

## **SECTION III: NARRATIVE**

### **BILL SUMMARY**

#### **Synopsis:**

Senate Bill 212 (SB 212) grants an exemption from state gross receipts tax, but not local option gross receipts taxes, to persons engaged in the construction business for receipts from sale of qualified ski area equipment and the improvement or construction of a building on a ski area operated by a ski area operator. SB 212 also provides deductions for receipts from selling construction material or construction labor to a ski area operator for a project covered by the exemption. Ski area equipment is defined in SB 212 as heavy equipment used on a ski area, such as a ski run or trail groomer, bulldozer, front-end loader, skid steer generally used to prepare or improve a ski run or trail or snow-making equipment.

### **FISCAL IMPLICATIONS**

Note: major assumptions underlying fiscal impact should be documented.

Note: if additional operating budget impact is estimated, assumptions and calculations should be reported in this section.

No direct fiscal impacts for the New Mexico Tourism Department (NMTD).

### **SIGNIFICANT ISSUES**

Snow sports (including skiing, snowboarding, and cross-country skiing) are important drivers for tourism in New Mexico. In 2024, an estimated 6% of all out-of-state visitors participated in snow activities while in New Mexico, according to a survey conducted by SMARInsights on behalf of NMTD. Of those 6%, over half (54%) indicated that snow activities specifically motivated their visit to New Mexico.

A 2024 economic impact report (commissioned by Ski New Mexico and conducted by the University of New Mexico) demonstrated over \$600 million in total economic impact from the ski industry in New Mexico. This economic impact disproportionately affects rural and mountain communities.

New Mexico's ski areas have been investing heavily in infrastructure in recent years, with Angel Fire, Ski Santa Fe and Sipapu notably adding new lifts to improve the visitor experience. These improvements make ski areas more competitive within New Mexico and with other states and encourage repeat visitation through positive experiences. Snowmaking infrastructure improvements also help to keep New Mexico competitive despite the unpredictability of winter precipitation.

New Mexico True creative assets often feature snow sports during national winter marketing campaigns to highlight the environmental diversity of New Mexico and challenge consumer perceptions of New Mexico as a wholly desert landscape. Modern infrastructure at New Mexico's ski areas helps to deliver on the implicit promise of these marketing campaigns.

**PERFORMANCE IMPLICATIONS**

**ADMINISTRATIVE IMPLICATIONS**

**CONFLICT, DUPLICATION, COMPANIONSHIP, RELATIONSHIP**

**TECHNICAL ISSUES**

**OTHER SUBSTANTIVE ISSUES**

**ALTERNATIVES**

**WHAT WILL BE THE CONSEQUENCES OF NOT ENACTING THIS BILL**

**AMENDMENTS**