

Economic Development Department

Jon Barela, Secretary

Legislative Finance Committee
May 10, 2016



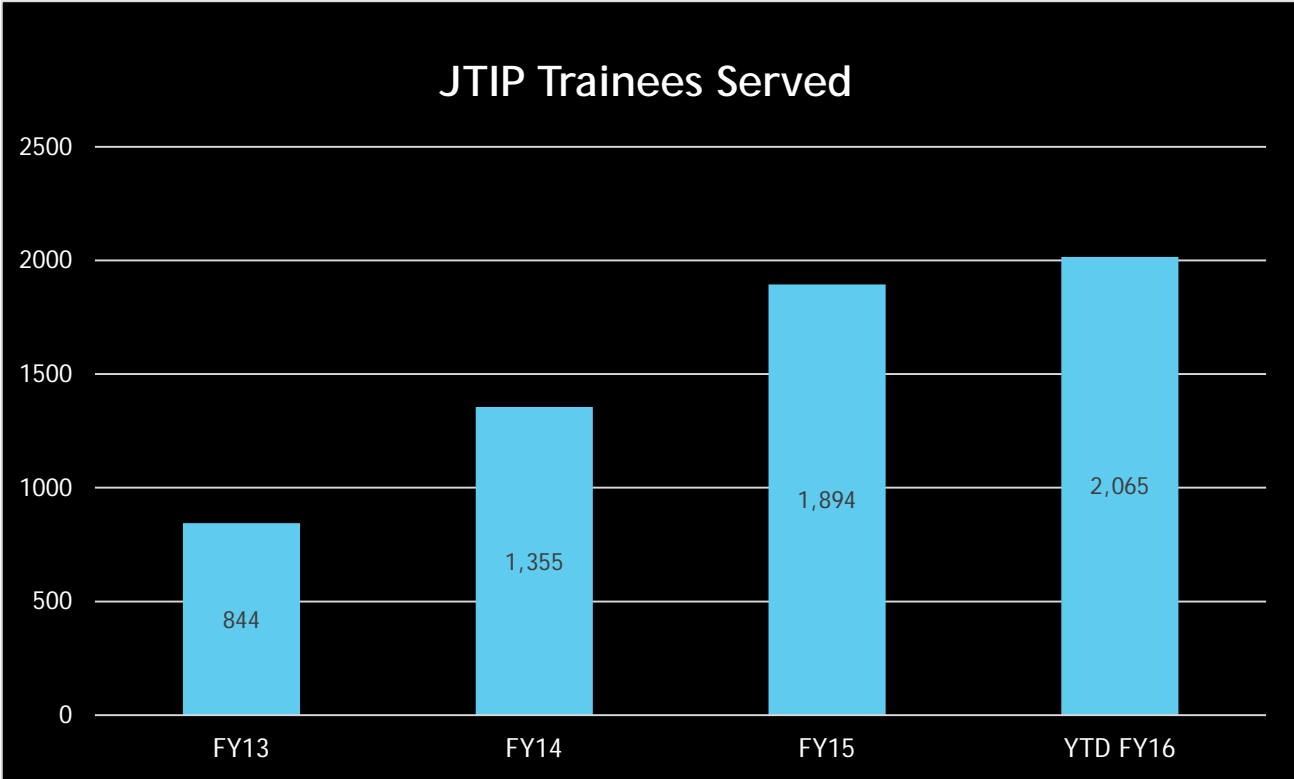
JTIP FY2015

- ▶ 1,894 Workers Trained
 - ▶ 89% of JTIP workers still employed in New Mexico one year later; 73% with the same employer
 - ▶ 82% of workers increased their average wage; 61% of those have increased wages of more than 10%
- ▶ Cost Per Trainee = \$5,581.00
- ▶ Average Wage = \$17.67
- ▶ 59 Businesses Assisted - 52 were small businesses

JTIP FY16 YTD (through May 2016)

- ▶ 2,065 Workers Trained (148% of FY goal)
- ▶ Cost per Trainee = \$5,759.00
- ▶ \$17.87 Average Wage (89% of FY goal)
- ▶ 54 Companies--44% Manufacturing (108% of FY goal)
 - ▶ 44 are small companies

Number of JTIP Trainees is Growing



Status of Unobligated JTIP Funds

Including FY17 Special Appropriation of \$4M

- ▶ April Unobligated Balance = \$5.3M
- ▶ May Requests = **\$2.3M**
- ▶ June Anticipated Requests = **\$1.7M**
- ▶ Total Unobligated Balance = \$1.3M (End of FY16)

- ▶ FY17 Recurring Funds = \$2M
- ▶ Unobligated Balance = \$3.3M Beginning of FY17



LEDA

LEDA FY15 Projects (used in Study)

Accurate Machine & Tool	Flagship Foods	Taos Mountain Energy Bars
Google	S&P Data	NM Foods
PreCheck	Strategic Aerospace	CGS
SF Brewing	Comcast	Convergys
CN Wire	NM Transload	MCS Industries
Franco Foods	Praxair	RiskSense/Caanes
CertoPlast	Tucumcari Cheese	Preferred Produce
Comcast	Neptune Aviation	Lyceum, Silco, Lea, Shuler & El Morro Theaters

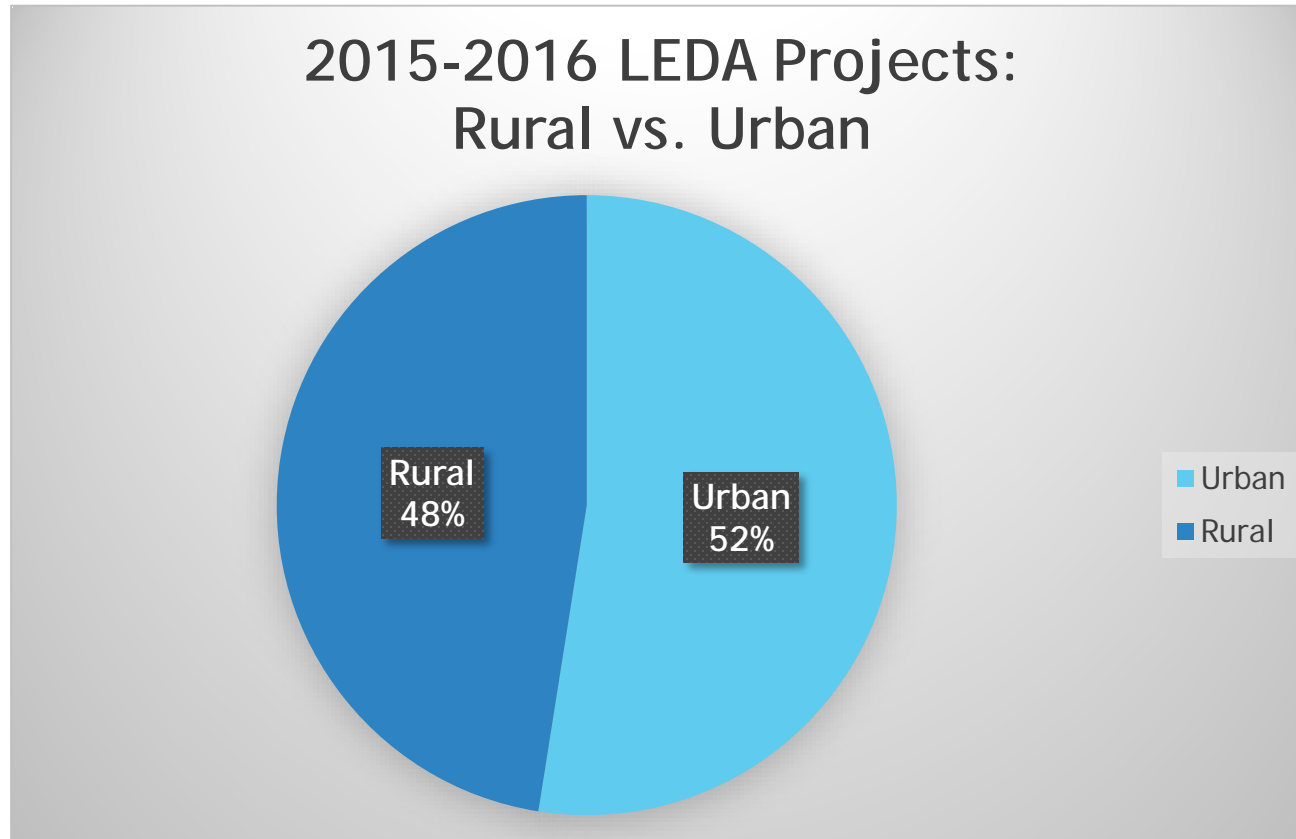
LEDA - FY15 Economic Impact Report

- ▶ Total Committed LEDA Funds = \$5.3M; Leverage Against \$113.7M in Private Capital
 - ▶ Leveraged Ratio of \$21.1 to \$1
- ▶ Total Direct Jobs Created = 2,477
 - + 966 Temporary Construction Jobs
 - + 1,682 Indirect Jobs
 - = 4,109 Total Jobs
- ▶ Estimated Workers Earnings (4,109 Jobs) = \$142.7M
- ▶ Estimated New Revenue = \$567.4M
- ▶ New State Net Tax Revenues = \$21.9M
- ▶ Average Cost Per LEDA Job = \$2,177
- ▶ ROI: Every \$1 the State Invests in LEDA Projects Returns \$2.84

LEDA FY16 Metrics To-Date: Ratio 23:1

Company	Location	LEDA Investment	Private Capital	# of Jobs
Solaro	Socorro	\$250,000	\$5M	25
Rural Sourcing	Albuquerque	\$250,000	\$1.7M	125
Ready Roast	Portales	\$1.5M	\$16.5M	200
Ol' Gringo Chile	Las Cruces	\$25,000	\$130,000	10
CIG	Jal	\$100,000	\$18M	20
Little Toad Creek	Silver City	\$100,000	\$512,000	11
Rich Glo	Roswell	\$75,000	\$835,000	8
Skorpios	Albuquerque	\$5.5M	\$16.65M	300
Flickinger Theater	Alamogordo	\$113,436	\$460,000	2
National American U	Albuquerque	\$500,000	\$10.5M	300
NM Greenhouse Holdings	Las Cruces	\$250,000	\$6M	120
Odeon Theater	Tucumcari	\$50,000	\$220,920	1
Southwest Cheese	Clovis	\$350,000	\$140M	50
W. Silver	Santa Teresa	\$30,000	\$435,000	4
Santa Fe Spirits	Santa Fe	\$325,000	\$1.25M	14
TOTALS		\$9,418,436	\$218,192,920	1,190

FY15-FY16 Rural vs. Urban Projects



LEDA Project Pipeline as of May 10, 2016

Industry Sector	Urban	Rural	TBD	# of Jobs	LEDA Request
Financial Services	X			400-500	\$400,000
Customer Service Center		X		400-600	\$400,000
Customer Service Center	X			600-645	\$200,000
Back Office	X			150-250	\$750,000
Back Office	X			200-250	\$250,000
Financial Services		X		50-150	\$325,000
Logistics			X	150-200	\$1,000,000
Aerospace		x		50-100	\$500,000
Telecommunications	X			20-50	\$500,000
CC Supplier		X		100-200	\$700,000
Manufacturing	X			100-200	\$100,000
Telecommunications	X			400-800	\$3,500,000
Corporate Headquarters		X		20-50	\$500,000
Data Center	X			75-100	\$250,000
Aerospace	X			50-100	\$75,000
Information Technology		X		15	\$75,000
Software Development	X			25-80	\$75,000
Advanced Manufacturing	X			15-25	\$100,000
Manufacturing		X		30-50	\$500,000
Medical Testing	X			25-50	\$100,000
Food Processing		X		20-100	\$500,000
Rural Commercial Kitchens		X		5-15	\$150,000
Customer Service Center	X			300-800	\$3,000,000

THANK YOU

QUESTIONS?