

ECONOMIC DEVELOPMENT

# IN THE BORDERPLEX



# OUR MISSION



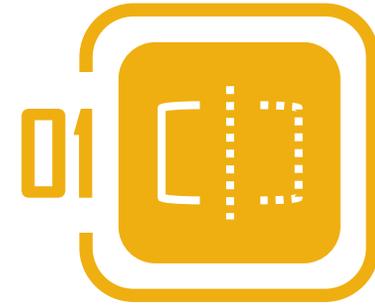
“ Grow the wealth of Doña Ana County through the creation of economic-based job opportunities for its residents. ”



# OUTLINE

## ECONOMIC DEVELOPMENT TODAY

Creating a baseline for the discussion



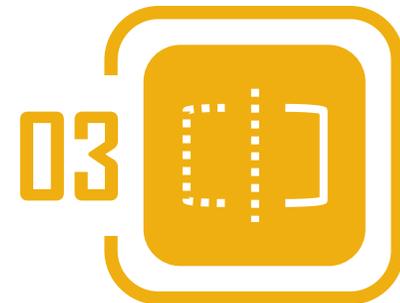
## VALUE OF FOCUS

Specialization when resources are finite



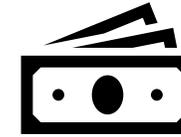
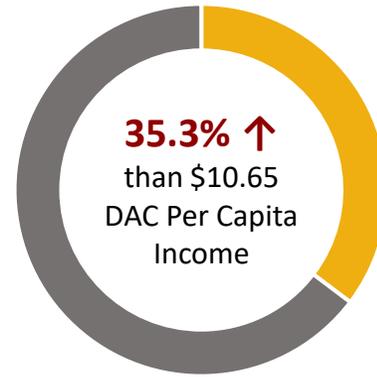
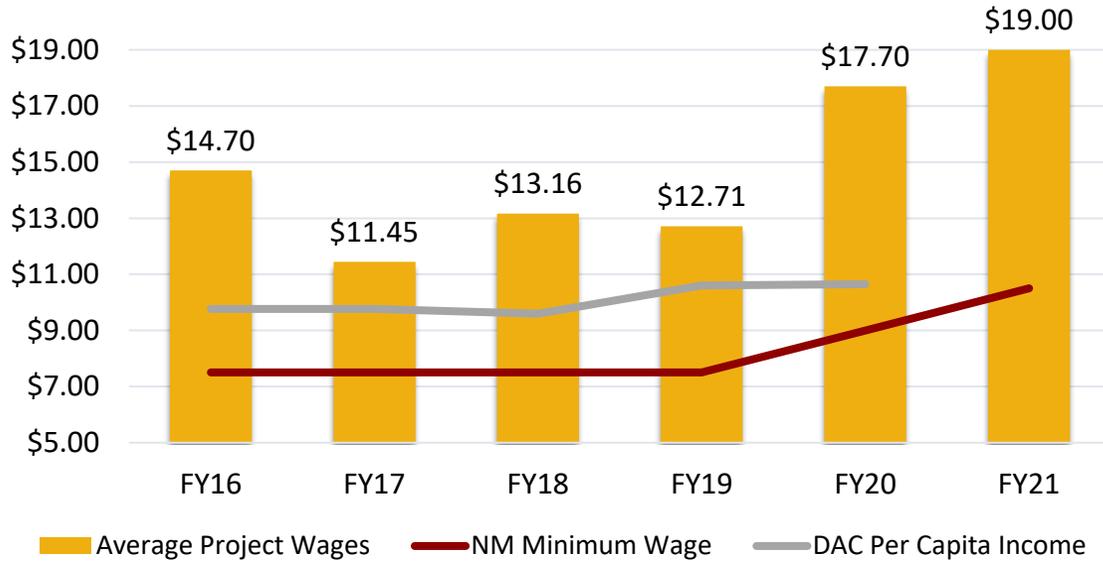
## INFLUENCING NM'S FUTURE

Ideas for niche leadership



# ECONOMIC DEVELOPMENT TODAY

## Average Wages



## \$14.41 AVERAGE WAGE

- \$7,818.69 more annually than Doña Ana County per capita income.
- \$8,130.69 more annually than 2021 NM minimum wage

## 5 MONTHS MORTGAGE

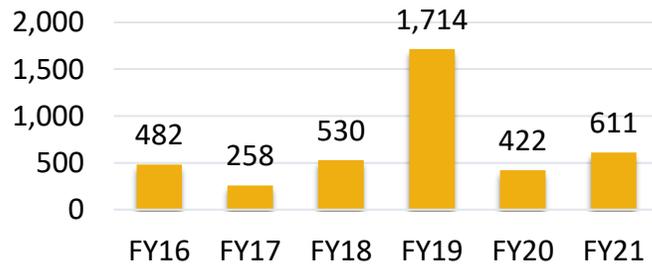
Average in DAC: \$1,178/month



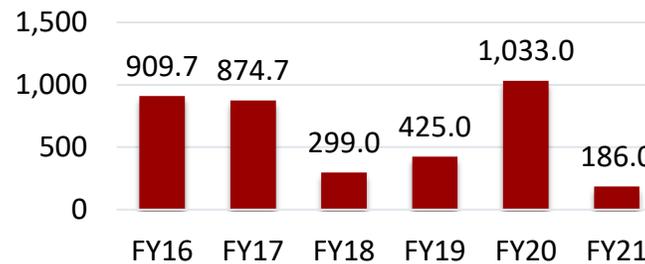
## 12 MONTHS RENT

Average in DAC: \$656/month

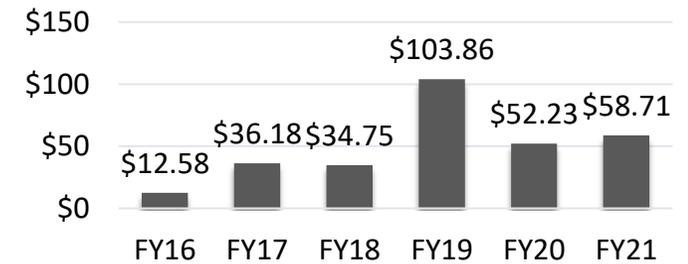
## Jobs Created



## Square Feet (x1,000)

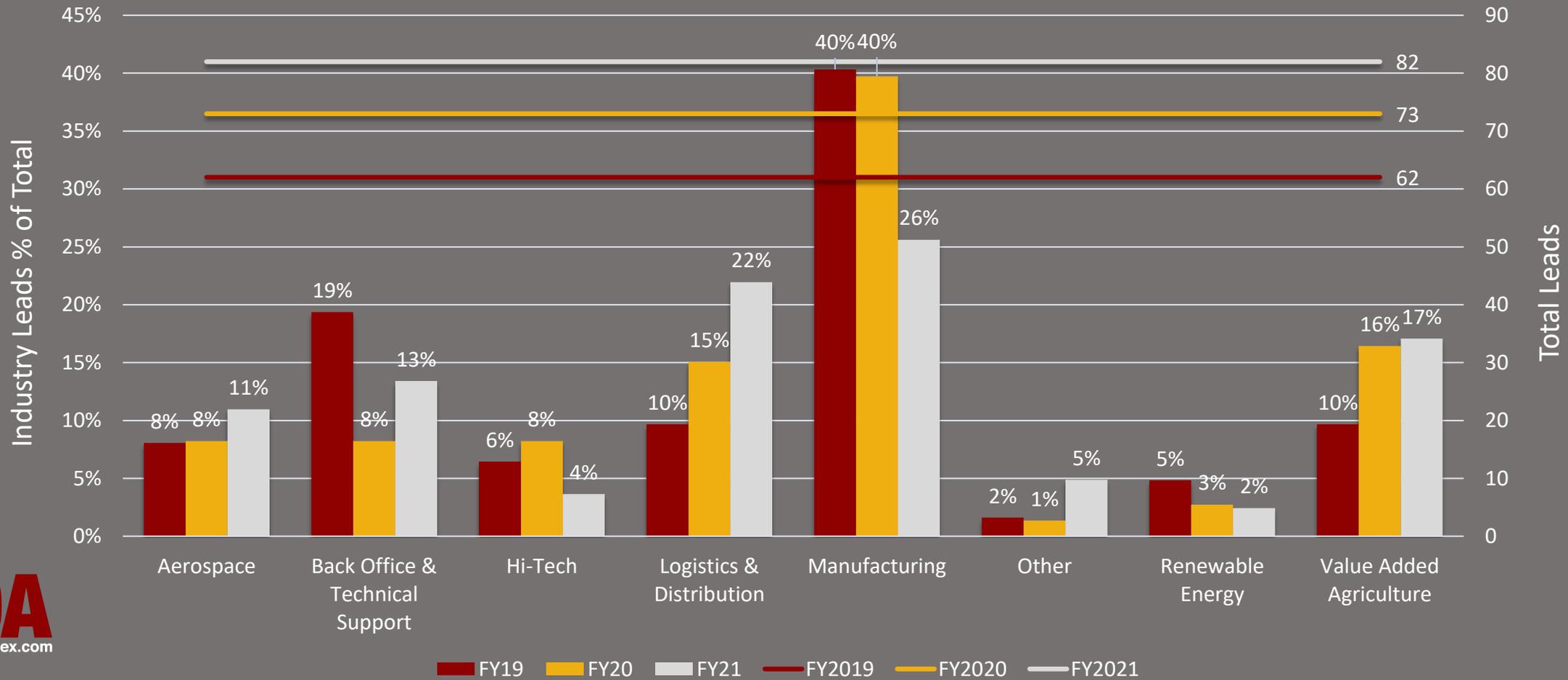


## Capital Investment (x1M)

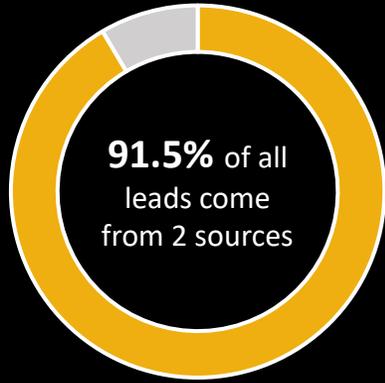


# ECONOMIC DEVELOPMENT TODAY

## Leads By Industry

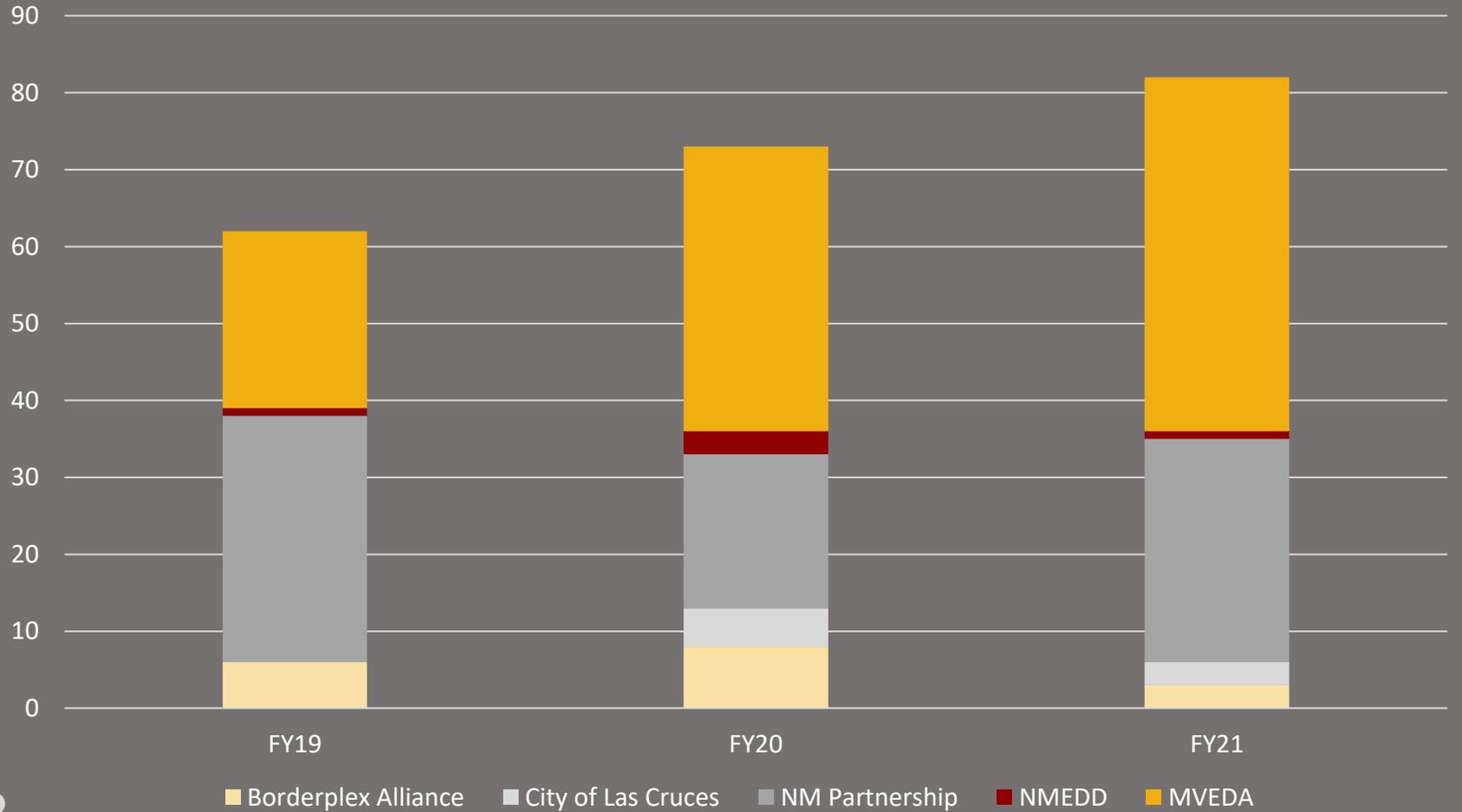


## FY21 NOTABLES



# ECONOMIC DEVELOPMENT TODAY

### Leads By Source



MTGR declined in 20 counties in FY20-Q4, with Lea, Eddy, Bernalillo, and Santa Fe experiencing the largest declines.

Matched Taxable Gross Receipts by County FY20-Q4 vs. FY19-Q4					
Jurisdiction	Year-over-Year Amount	Year-over-Year Percent	Jurisdiction	Year-over-Year Amount	Year-over-Year Percent
Bernalillo County	-\$294,698,032	-6.3%	McKinley County	-\$25,739,456	-9.1%
Catron County	-\$873,298	-8.7%	Mora County	\$882,124	9.7%
Chaves County	\$14,744,696	4.4%	Otero County	\$6,971,624	2.8%
Cibola County	-\$3,222,174	-3.5%	Quay County	-\$563,966	-1.4%
Colfax County	\$459,528	0.7%	Rio Arriba County	\$505,881	0.5%
Curry County	-\$21,968,411	-8.5%	Roosevelt County	\$176,975,046	292.4%
De Baca County	-\$1,744,668	-27.5%	San Juan County	-\$38,285,914	-5.4%
Dona Ana County	\$49,217,595	5.1%	San Miguel County	-\$10,418,184	-10.0%
Eddy County	-\$326,926,065	-17.2%	Sandoval County	\$152,630,037	36.7%
Grant County	-\$9,464,040	-7.6%	Santa Fe County	-\$170,321,732	-15.7%
Guadalupe County	-\$2,303,065	-8.3%	Sierra County	\$7,319,936	16.2%
Harding County	-\$920,927	-21.5%	Socorro County	\$4,927,863	10.6%
Hidalgo County	\$2,650,219	14.5%	Taos County	-\$9,239,966	-5.9%
Lea County	-\$524,580,765	-29.4%	Torrance County	\$70,511,296	167.5%
Lincoln County	-\$3,498,377	-2.7%	Union County	-\$4,419,666	-17.2%
Los Alamos	-\$62,623,630	-13.1%	Valencia County	-\$7,727,388	-2.8%
Luna County	\$190,823,332	233.9%	Out of State	\$359,340,412	16.1%

Large wind construction projects bolstered MTGR in Roosevelt and Torrance counties, and ongoing construction projects boosted MTGR in Luna and Dona Ana counties.

The largest MTGR declines occurred in Eddy and Lea counties due to falling rig counts and reduced drilling activity.

Internet sales activity resulted in significant gains in out-of-state receipts, as consumer spending shifted online during the stay-at-home order.



# VALUE OF FOCUS

## CONSTRUCTION SAVES



Demand for facilities due to high occupancy, willingness to custom build, and necessary infrastructure upgrades cushioned COVID-19 impact.

## HIGHER WAGES



More money grows the economy – household spending, indirect jobs, and tax bases

## JOBS ANNOUNCEMENTS



Despite unpredictable futures during the pandemic, our region had near-record success in attracting new investments and jobs.



# INFLUENCING NM'S FUTURE

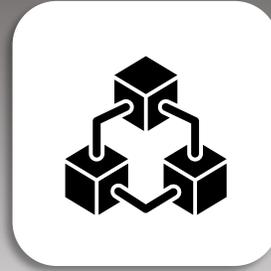


## AUTOMATION

Driverless Trucks; Last-Mile Delivery

Driver shortage, Federal regulation, POE wait times; Increase of online shopping

Planned delivery corridors; Welcome proclamations; Favorable testing environment



## LOGISTICS & MANUFACTURING

Border Logistics; International Trade; Advanced Manufacturing

Global supply chain disruptions; Onshoring; Trade renegotiations; Automation of production

Stronger investment in international relations; Boost enrollment and focus on advanced manufacturing degrees



## VALUE-ADDED AGRICULTURE

Plant & Animal Sciences, Greenhouses, Food Processing

Technology advancements; VC investments; Regional production

Adjust incentives to include horizontal production opportunities; entice food science advancements, testing, and manufacturing



## REMOTE WORK

Employer Focus; Employee Focus; Entrepreneurs

Shared workstations; Coworking; COVID-19 pandemic; Income growth

NM CIT nexus; Partnerships with employers (refundable tax credits); "Reshoring" higher ed alumni networks

SECTORS

INFLUENCES

POLICY OPPORTUNITIES

# FURTHER POLICY DISCUSSIONS

## STATEWIDE SUPPORT

## LOCAL SUPPORT

### TOPICS

**\$1 MILLION MORE**  
New Mexico Partnership

MARKETING

**\$1.5 MILLION**  
Staff Augmentation of Regional EDOs

**HIGHER ED FUNDING**  
Advanced Manufacturing Enrollment & Degrees, ABE, & CTE

NEW SKILLS

**VIDEO GAME DEVELOPMENT**  
Global Gaming Industry Topped Film by \$39.9 Billion in 2020

CREATIVE MEDIA



ANTIDONATION  
CLARIFICATION

**INVESTING IN EDOs**  
RFPs, Sole Source Contracts, Memberships?



ECONOMIC DEVELOPMENT  
**IN THE**  
**BORDERPLEX**

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THANK YOU