



EDD

ECONOMIC DEVELOPMENT DEPARTMENT

Economic Development Department Update Presented to the Economic Development & Policy Committee July 14, 2022, Las Vegas, NM



Alicia J. Keyes, Cabinet Secretary



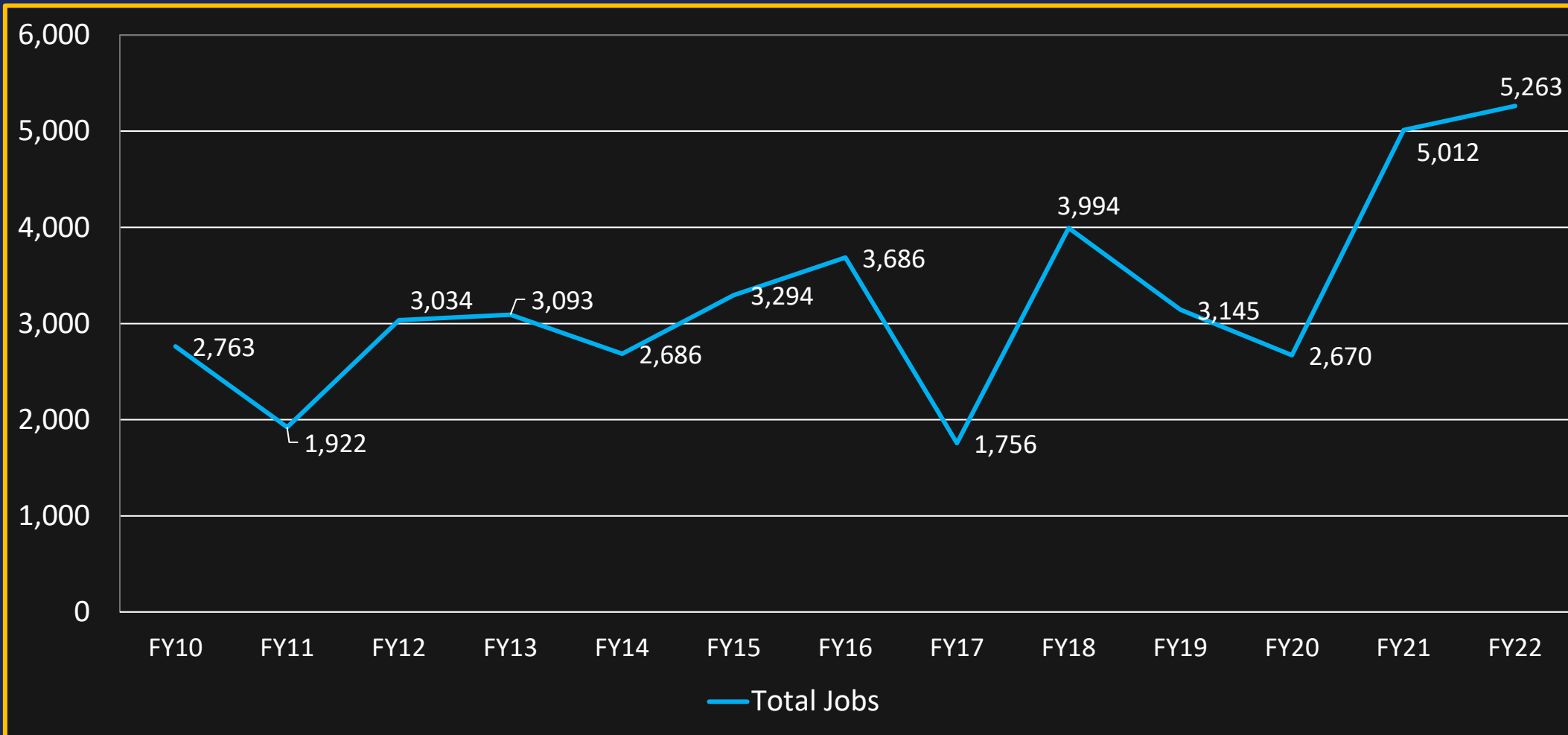
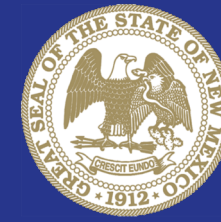
Jon Clark, Deputy Secretary



Mark Roper, Economic Development Division Director

www.EDD.NewMexico.gov

Another Record-Setting Year



14,523 New Jobs Since 1.1.2019

LEDA – The Deal Closing Fund

FY2022:

- 16 Projects
- 3,447 New jobs
- Average salary = \$68,447
- Annual payroll = \$236M
- Rural average salary = \$59,542
- Private investment = \$2.5B
- 10-Year Economic impact = \$10.6B

January 1, 2019 – June 30, 2022

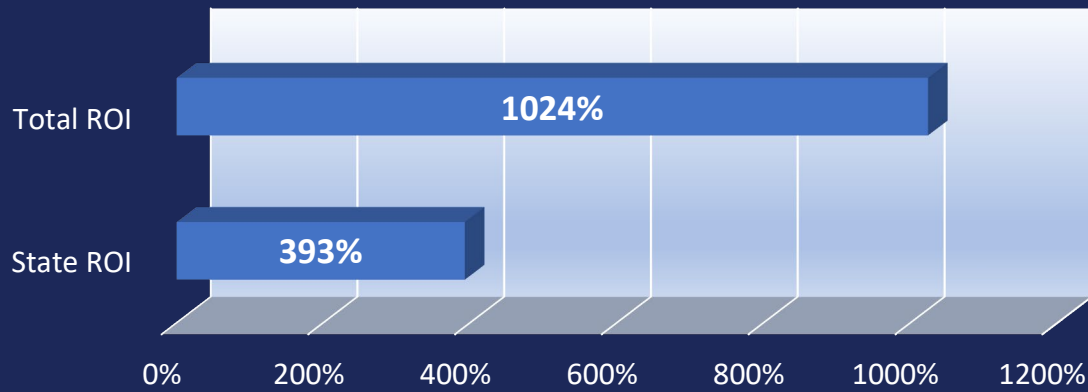
- 56 Projects
- 8,664 New jobs
- Average salary = \$65,748
- Annual payroll = \$569M
- Rural average salary = \$61,379
- Private investment = \$7.2B
- 10-Year Economic impact = \$34.3B



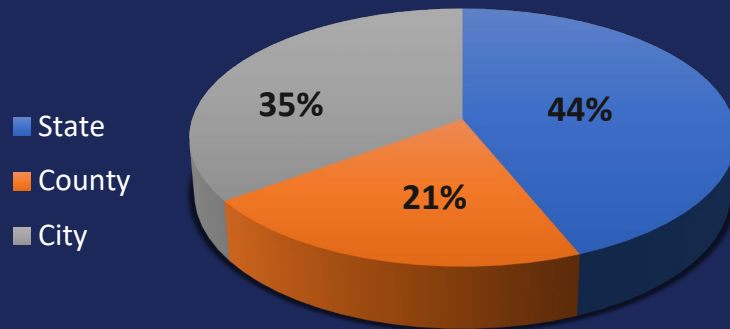
FY22 LEDA Return on Investment



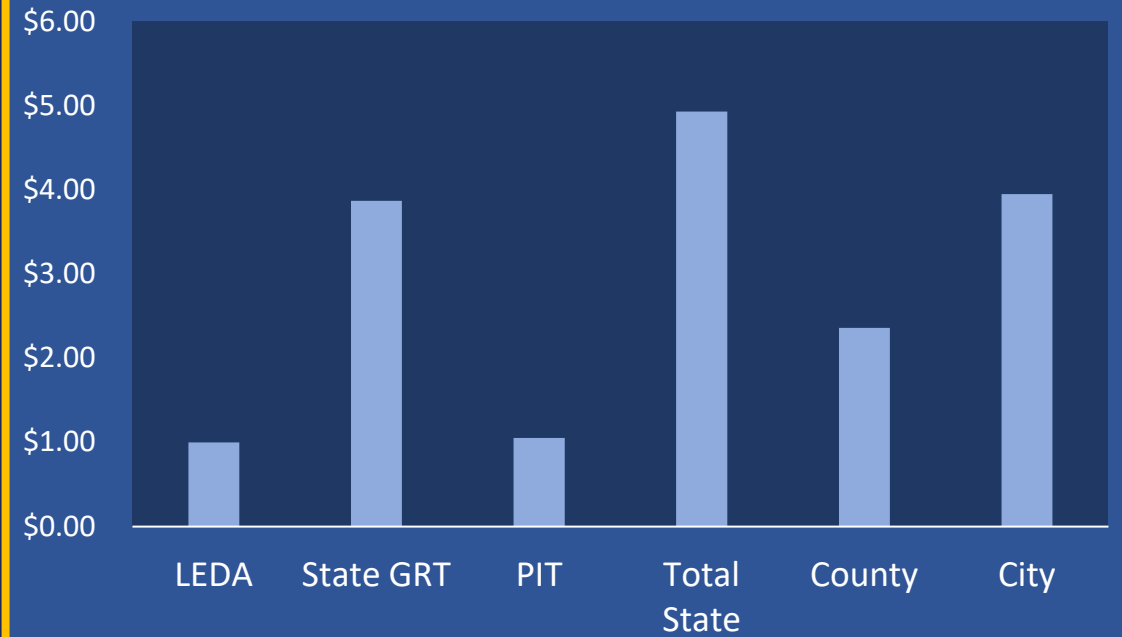
Return on Investment



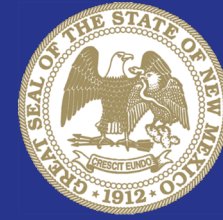
Net Benefits



Investment: Return



LEDA Impact in Rural Communities



Company	Location	Jobs	Annual Payroll
Ascent Aviation	Roswell	360	\$24.8M
Prent Corporation	Santa Teresa	85	\$4.225M
SCEYE	Moriarty/Roswell	140	\$10.5M
Cymmetrik	Santa Teresa	10	\$490K
SpinLaunch	Spaceport America	59	\$10.2M
La Primera Tortilla Factory	Sunland Park	14	\$336K
Capitol Bar & Brewery	Socorro	6	\$156K
Green Stream Farms	Luna County	23	\$752,690
WTEC Energy	Chamberino	315	\$11,655,000
G-Boyz Beef Jerky	Bayard	9	\$218,754
Manna Capital Partners	Los Lunas	950	\$64,600,000

JTIP – A More Skilled Workforce

FY2022

- 2,352 Total trainees
- Average wage = \$23.67
- 567 Rural trainees
- Rural average wage = \$18.35

January 1, 2019 – June 30, 2022

- 9,277 Total trainees
- Average wage = \$20.27
- 2,852 Rural trainees
- Rural average wage = \$15.38



WTEC Energy

A former dog food processing facility in Chamberino will now manufacture steel wire for solar and wind energy units

- 315 jobs
- Annual payroll of \$11.6M
- Private investment of \$22.15M
- 10-year Economic impact of \$409M
- LEDA investment = \$2M



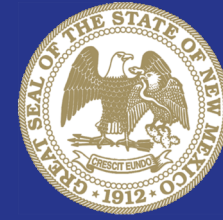
Deluxe Design

Family-owned screen printing business started in 1986 in Rio Rancho

- 30 new jobs
- Average salary = \$45,950
- Annual payroll = \$1.3M
- 10-year Economic impact of \$24.4M
- Private investment = \$5M
- LEDA investment = \$250K



Curia



New Mexico bioscience company evolves and expands by 65,000 sf

- 274 new jobs
- Average salary = \$79K
- Annual payroll = \$21.6M
- 10-year Economic impact of \$127M
- Private investment = \$103M
- LEDA investment = \$5M





G-Boyz Beef Jerky

Family-owned business in Bayard

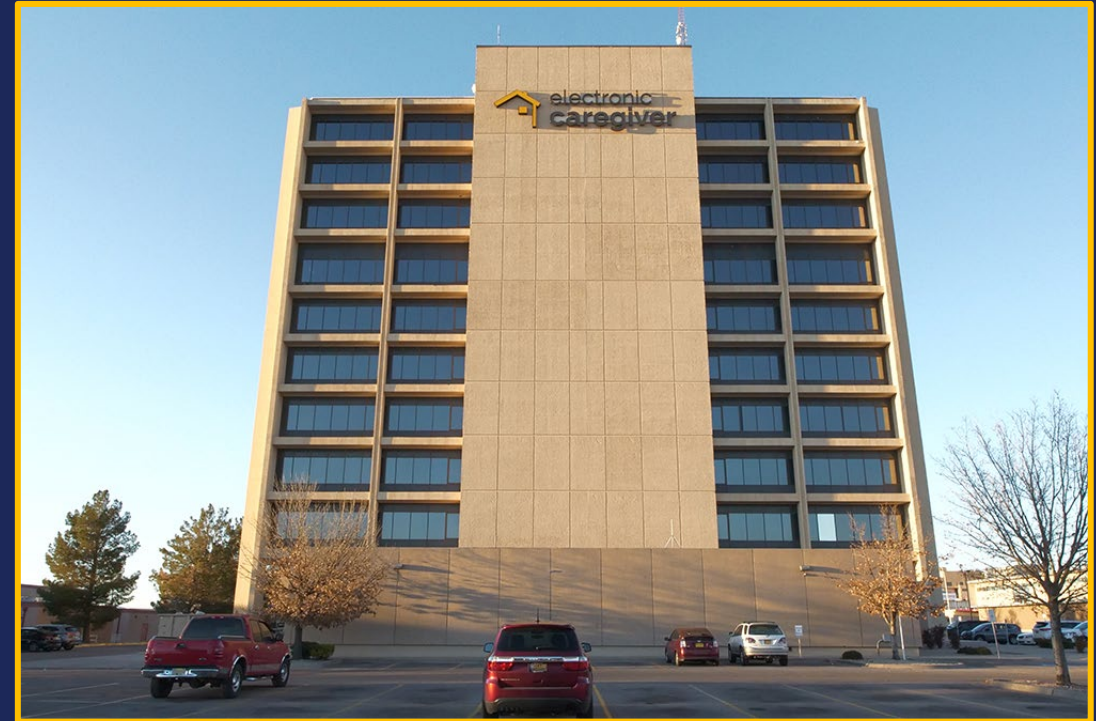
- 9 new jobs
- Annual payroll = \$216K
- 10-year Economic impact of \$13M
- LEDA investment = \$50K



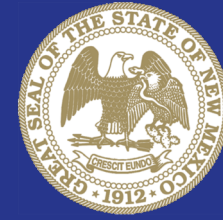
Electronic Caregiver

Las Cruces telehealth company undergoes major expansion on Main Street

- **770** new jobs
- Average salary = **\$53K**
- Annual payroll = **\$40.8M**
- 10-year Economic impact of **\$843M**
- Private investment = **\$17.5M**
- LEDA investment = **\$1M**



Universal Hydrogen



Manufactures hydrogen storage modules and airplane retrofit kits toward a carbon-free aviation industry

- 500 new jobs
- Average salary = \$51,500
- Annual payroll = \$25.7M
- 10-year Economic impact of \$700M
- Private investment = \$254M
- LEDA investment = \$10M



Manna Capital & Ball Corporation



\$2B Steel-rolling facility to be constructed in Los Lunas

- 950 new jobs
- Average salary = \$68K
- Annual payroll = \$64.6M
- 10-year Economic impact of \$7.4B
- Private investment of \$2B
- LEDA investment = \$5M

The screenshot shows the 'AREA DEVELOPMENT' website. At the top, there is a navigation bar with 'SIMPLIFIED TAX CREDIT APPLICATIONS.' on the left, 'AREA DEVELOPMENT' in the center, and 'FOLLOW' with social media icons and a 'SEARCH' button on the right. Below the navigation bar is a menu with 'All Sections' and 'SITE SELECTION FACILITY PLANNING WORKFORCE DEVELOPMENT BUSINESS+PLACE'. A large blue banner is partially visible. To the right of the banner is the 'MFLEX MISSISSIPPI FLEXIBLE INCENTIVE PLAN' logo and a red 'LEARN' button. The main content area is titled 'NEWS ITEMS' and features a large article headline: 'Manna Capital Partners-Ball Corporation Plan Valencia County, New Mexico, Aluminum Can Sheet Rolling Mill'. Below the headline is the text 'Area Development News Desk 05/27/2022'. To the right of the main article is a 'PROJECT ANNOUNCEMENTS' section with several entries, including 'Columbia Industrial Mississippi, Manu 07/06/2022', 'Northern Ireland-Montgomery County American Headqu 07/05/2022', 'Precision Planting Operations Center 07/05/2022', and 'HHO Carbon Clea County, Kentucky 07/05/2022'. The bottom of the page shows 'Top Establishments'.

Intel Expansion



Domestic hub for advanced semiconductor manufacturing

Expansion only:

- 700 Permanent jobs
- Average salary of \$140K
- 10-year Economic impact of \$3.6B
- Private investment of \$3.5B
- LEDA investment of \$5M
- \$14M in GRT sharing from New Mexico & Sandoval County

The Intel expansion was recognized by a national site selection publication as the 2021 Deal of the Year in Intelligent Manufacturing.



\$550M in construction & 1,000 construction jobs

LEDA Rural Infrastructure Fund



Three Rural Airports Now Have More Capacity for Business Development

- A waterline at the **Moriarty City Airport** - \$283,000 (City contributed \$100K = \$383K total project cost)
- \$2.135M for the **Clovis Regional Airport** water transmission extension project
- **Town of Taos** received \$1.7M for a water distribution extension to the Taos Regional Airport



McKinley County

- \$4M LEDA investment for a 40-acre master-planned industrial park located north of Gallup.
- Two major employers have closed in the County, costing over 200 jobs as well as substantial tax revenue.
- The land was donated, and the LEDA funds will be used for infrastructure development.



San Juan County Industrial Park

- Located in La Plata (Pop'n 503)
- 190 acres
- \$1.8M LEDA grant
- \$1.6M federal grant
- 30% match by the County
- Funding will provide for an 11-mile extension of a natural gas pipeline adjacent to NM State Road 170



\$15M+ in Federal Grant Funding



- 2021 EDA **\$1.5M Recovery/Resiliency**
 - Strategic Plan
 - Increase EDD capacity (hired 3 people to form Recovery Team)
 - Increase access to capital (FUNDIT, BFF, webinars, wrap-ups)
- 2022 EDA **\$1M Planning**
 - Increase capacity at IAD
 - Border infrastructure and business incubator studies
- 2022 EDA **\$1.985M ARPA Travel, Tourism, and Outdoor Rec**
 - ORD marketing coordinator
 - Create outdoor industry accelerator program
 - Launch bike industry degree at Western New Mexico University
 - Region-by-region strategic plans
 - \$900,000 collateral marketing grant program for outdoor businesses and communities
- 2022 ARPA **\$7M Trails Grants**
 - Invest in outdoor infrastructure throughout New Mexico
 - Grants open on a rolling basis through 2022, with first \$2.74M awarded in June to 15 projects
- 2022 ARPA **\$3M Outdoor Equity**
 - Invest in outdoor programming for youth, particularly from underserved communities
 - Awards to be made in August 2022

Arriving later in 2022:
SSBCI \$74M to fund equity and credit enhancement programs over 10 years.

JEDI: Justice, Equity, Diversity & Inclusion



The JEDI Office staff works to directly address systemic inequities and barriers to entry for New Mexican entrepreneurs and creates and supports programming and business tools to aid the growth of socially and economically disadvantaged businesses.

- Connect minority-owned businesses and community organizations to economic development programs, resources, and opportunities.
- Advocate for historically underrepresented businesses (i.e. Minority, BIPOC, Rural, underserved)
- Help business owners navigate working with the department, state agencies, and more
- Promote accessibility and awareness across department services and divisions
- Support industry growth and exploration for businesses interested in or part of Film, Outdoor Recreation, and Science and Technology sectors

Outdoor Recreation Division



www.nmoutside.com

- **Outdoor Equity Fund:** \$3M investment with 1st awards made in August
- **Outdoor Rec Accelerator Grants:** 3 grants awarded – 70 businesses trained to-date
- **Outdoor Recreation Trails+ Grants:** \$7M with 15 awards to-date
- Invested \$297,000 in **Rio Grande Trail Projects**
- **\$1.985M EDA grant** received to support the outdoor economy post-pandemic
- 29 High school students received **paid internships** to gain experience & learn about the outdoor economy
- **WNMU** will create the state's **first outdoor/bike industry workforce certificate** with ORD support of \$357,000

Administratively Attached Agencies



Office of Military Base Planning

- New director, Richard Glover

Spaceport America

- New tenant, Sierra Space

New Mexico Border Authority

- Borderplex is Booming



 Office of the Governor
MICHELLE LUJAN GRISHAM

 **EDD** ECONOMIC DEVELOPMENT DEPARTMENT

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Gov. Michelle Lujan Grisham
Cabinet Secretary Alicia J. Keyes
Deputy Secretary Jon Clark

FOR IMMEDIATE RELEASE:
May 13, 2022

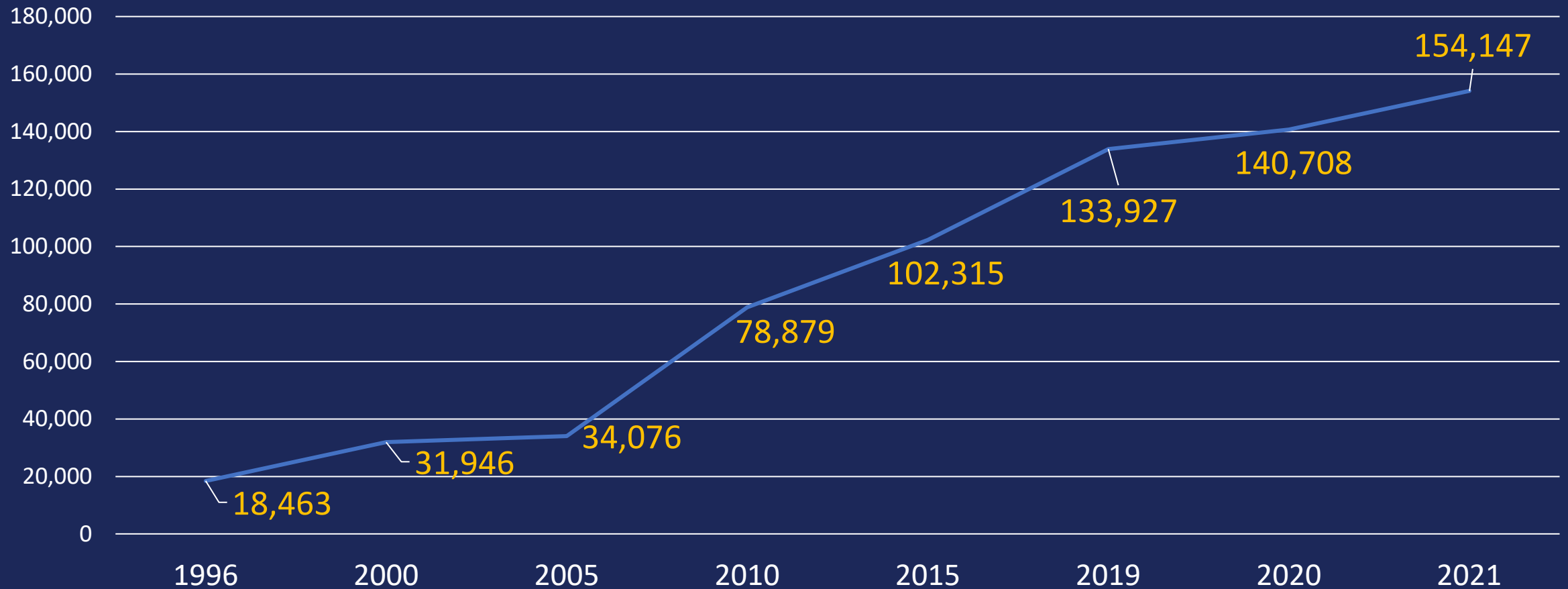
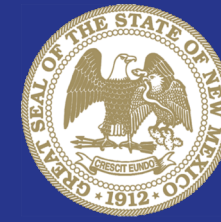
Gov. Lujan Grisham: Border Infrastructure and Global Trade Top Priority
New Mexico leading the way on border zone investments and job creation

Spaceport America

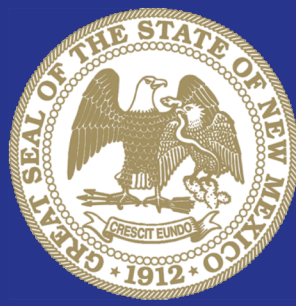


- Sierra Space will land the Dream Chaser® Spaceplane at SpA
- A multi-mission space utility vehicle designed for transporting crew and cargo to and from LEO destinations, including the International Space Station
- Dream Chaser® will begin providing this service for NASA in 2023

Santa Teresa POE Annual Truck Border Crossings 1996-2021



Source: United States Department of Transportation, Bureau of Transportation Statistics



EDD

ECONOMIC DEVELOPMENT DEPARTMENT

Empower & Collaborate: New Mexico's Economic Path Forward

PLAN VISION:

New Mexico will have a diverse and robust economy that engages local talent, cultivates innovation, and delivers prosperity for all New Mexicans

A Call to Action



Ensuring Strategy Success – Key Takeaways

- NM's business community needs to adapt to rapidly changing times and be prepared to pay higher wages, increase schedule flexibility and provide greater options to attract employees.
- NM's business community & economic development activists need to join calls for increased EDD funding from the legislature; provide financial assistance to local EDOs and COGs; put more boots on the ground; increase capacity to garner federal funding & grow resources
- EDD, HED, and the higher education system need to collaborate to give incoming students the information necessary to choose careers in high-demand areas; degree and certification programs must meet the current and future needs of industry in the state
- Policymakers need to recognize that major changes to the economy will require significant funding for EDD and economic development programs.



New Mexico cannot continue on the path it has pursued in prior years – this plan provides a new path forward and the State must now provide funding and take action.