



The New Mexico Jobs Council

The New Mexico Jobs Council (NMJC) formed in 2013 when New Mexico legislative leadership approached The CELab to develop a framework and a process to help them determine what it would take to return the state to full employment by 2024.

NEW MEXICO LEGISLATIVE JOBS COUNCIL

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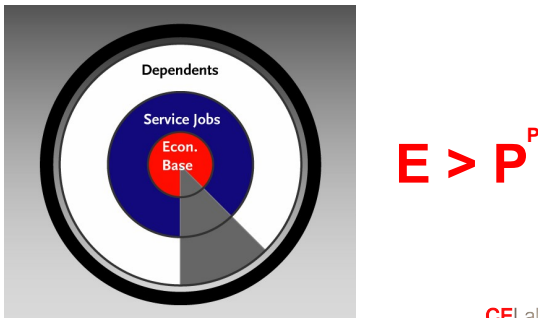
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Goals of the Council

1. Framework, process and criteria for sorting out economic development priorities.
 1. Assess what it will take to get back to pre-recession employment levels.
 - a. How many jobs?
 - b. Where could they come from?
 - c. What factor of production gaps must be cured?
2. Clarity and consensus on a legislative agenda.

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Economic Base Model



$E > P^P$

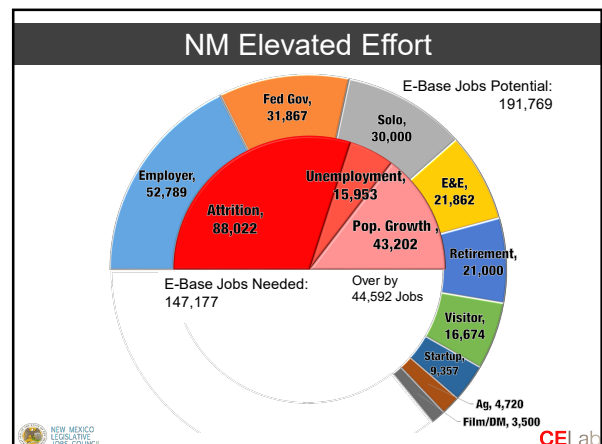
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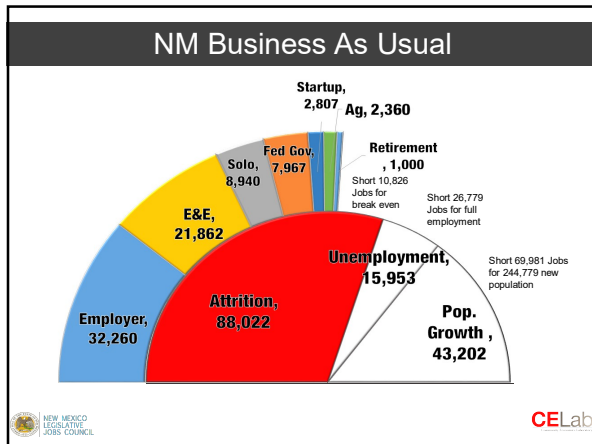
Organizational Achievements

1. Framework
2. Process
3. Statewide Data Calculus
4. Accountability and Planning Statute
5. Training Curriculum Development

Assessment: State, Regional and Local

1. Consensus estimates for economic base Job creation at the state, regional and local levels
2. Consensus estimates for economic base job creation by program theater at the state, regional and local levels.
3. Consensus estimates of the major Factor of Production Gaps for each region by program theater.
4. Comparative evaluation of program theater potential.
5. Planning heuristics for each theater.
6. Planning matrix.





Theater Matrix

Program	Definition	Major Actors	Key & Best Practices	Activity/Plan	Major Factor of production	Proposed Solutions
Employer	Businesses that employ 25 or more full-time employees. This includes general business (25-499), 500 or more under federal jurisdiction, job government contractors, and 500 or more under state jurisdiction. Includes: Manufacturing, Wholesale, Retail, Food Services, Healthcare, Information, and Professional, Scientific, and Technical Services.	• Manufacturing • Wholesale • Retail • Information • Professional, Scientific, and Technical Services	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High
Federal Government	Federal Government agencies and contractors. Includes: Defense, Education, Health and Human Services, Housing, and Transportation.	• Defense • Education • Health and Human Services • Housing • Transportation	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High
Solo	Businesses that employ 1-24 full-time employees. This includes general business (1-49), 50-99, 100-499, 500-999, and 1000 or more under federal jurisdiction, job government contractors, and 1000 or more under state jurisdiction. Includes: Manufacturing, Wholesale, Retail, Food Services, Healthcare, Information, and Professional, Scientific, and Technical Services.	• Manufacturing • Wholesale • Retail • Information • Professional, Scientific, and Technical Services	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High
E&E	Extractives and Energy. Includes: Mining, Oil and Gas, and Nuclear Power.	• Mining • Oil and Gas • Nuclear Power	• High • High • High	• High • High • High	• High • High • High	• High • High • High
Retirement	Retirement and Social Security. Includes: Retirement and Social Security.	• Retirement • Social Security	• High • High	• High • High	• High • High	• High • High
Solo	Businesses that employ 1-24 full-time employees. This includes general business (1-49), 50-99, 100-499, 500-999, and 1000 or more under federal jurisdiction, job government contractors, and 1000 or more under state jurisdiction. Includes: Manufacturing, Wholesale, Retail, Food Services, Healthcare, Information, and Professional, Scientific, and Technical Services.	• Manufacturing • Wholesale • Retail • Information • Professional, Scientific, and Technical Services	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High	• High • High • High • High • High
Pop. Growth	Population growth. Includes: Population growth.	• Population growth	• High	• High	• High	• High

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Regional Assessment Update

Region	E-base needed	E-base Potential	Program Reliant	Over/Under
North Central	19,350	20,505	12,807	1,155
Eastern Plains	4,174	3,257	2,120	(917)
Southeast	24,987	29,280	22,860	4,293
South Central	20,560	15,072	10,471	(5,488)
Southwest	3,010	2,812	1,905	(198)
Northwest	15,985	10,980	8,104	(5,005)
Mid Region	59,111	85,450	63,548	26,339

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Economic Base Job Creation Potential

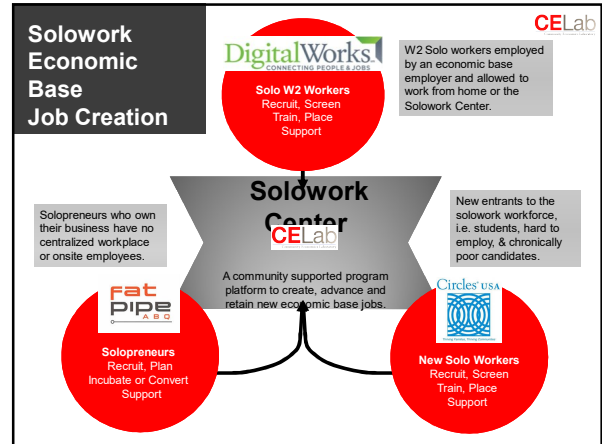
Program Theaters:	Potential	Biz as Usual	Implied Action
1. Employer	52,789	32,789	Overhaul & Elevate
2. Federal Government	31,867	31,867	Strategy?
3. Solowork	30,000*	8,940	Pilot - Fund
4. Extractives and Energy	21,862	21,862	Strategy?
5. Retirement	21,000*	1,000	Plan Development
6. Visitor	16,674	0	Overhaul & Elevate
7. Start up	9,357	2,807	Plan?
8. Agriculture	4,720	2,360	Plan?
9. Film and Digital Media	3,500	0	Strategy?

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- ### Key Findings
- The state and many of its communities are at risk of entering an economic death spiral in the decade ahead.
 - Four of the state's seven planning districts could not identify enough potential job creation to avoid further contraction.
 - Consensus estimates found 147,177 new e-base jobs are needed and 191,769 are possible with elevated strategic effort.
 - Two of the organized program theaters with highest potential are underfunded and four lack formal organization.
 - While the challenges are complex and daunting, solving them is not as difficult to as it might seem.
 - Counties and regions lack the common planning and accountability system and resources needed to describe prescriptive action.
 - Correcting the current trajectory will require an elevated level of thinking, planning, investment and accountability.

- ### Top Legislative Initiatives
- Accountability and planning act
 - Regional job creation planning
 - Rapid response workforce fund
 - Solowork pilot funding
 - Broadband planning
 - LEDA funding
 - JTIP funding
 - Staff augmentation funding
 - Coop advertising
 - Tourism marketing increment

- ### Top Non-Legislative Initiatives
1. Solowork theater program pilot – 3 Pilots; Cibola underway
 2. Retirement theater program model design.
 3. Middle School Physics Pilot – 18 schools underway.
 4. Curriculum Development for local economic development planning and management training program.
 5. Workforce development assessments framework and process.



Who Are Solo Economic Base Workers?

- 1099 Contractors
- Solitary LLCs
- Corporate Employees
- Tele-Services
- Mobile Workerst

SoloWork Pilot

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Genera conditions		
Recent e-base job losses announced	480	
Solowork program e-base potential	200-300	
Jobs to be created per month		10-20
Cost per job created (post placement)	\$3,500 - 5000	
Cibola Pilot		
Job creation target for 3-4 month pilot	30-50	
Pilot funding in place	\$95,000	
Days to launch	30	
Minimum-Maximum funding required		
FY 16 Jobs 70 – 120 (\$3,500/job)		\$140,000 - 280,000
FY 17 Jobs 120 -240 (\$3,500/job)		\$700,000 - 1,400,000
Potential Sources:		
SoloWork (appropriation bill), JTIP (eligibility change), Rapid Response Workforce Fund (eligibility change), WIB (Program contractor eligibility)		
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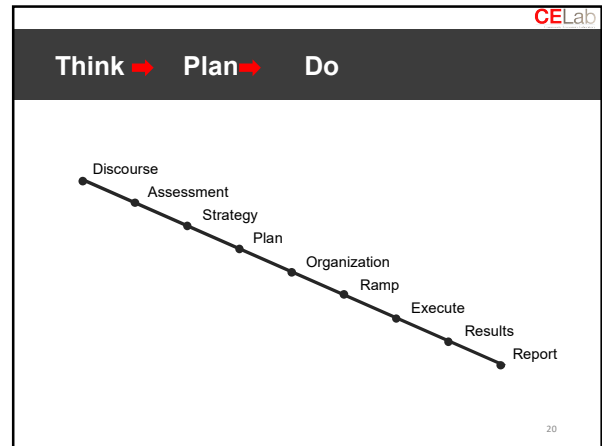
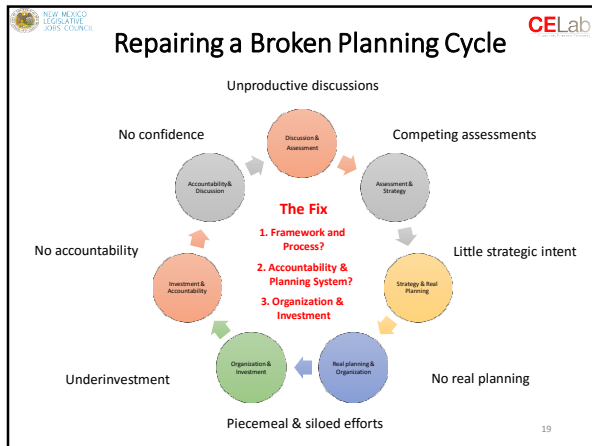
New Mexico Middle School Physics

17 Schools

- Socorro
- Magdalena
- Gallup
- Grants
- Roswell
- Rio Rancho

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- ### Accountability and Planning Act
1. Resolve to undertake a major reorganization.
 2. Develop the framework and process.
 3. Complete a review of all state expenditures directly related to economic base job creation.
 4. Develop a new taxonomy of job creation programs and expenditures with accountability and planning protocols.
 5. Establish a place in statute for Job Creation – Economic development.
 6. Institutionalize assessment, planning, accountability and reporting – an office of economic planning and accountability – new data collection & analysis system.
 7. Develop a critical path for implementation in 2019.



Regional Predicaments

New Mexico's 7 Planning Districts

