

ECONOMIC BASE PROGRAM THEATERS

| Theater | Job Estimates | Activities |
|-------------------------|----------------|---|
| 1. Employer | 49,744 | Major employer Recruiting, retention & expansion |
| 2. Federal | 38,035 | Federal agencies, healthcare, higher education |
| 3. Extractives & Energy | 21,089 | Mining, oil & gas, power plants, wind, solar, bio |
| 4. Visitor Driven | 21,082 | Tourism, hospitality, transit services |
| 5. Solowork | 11,920 | Freelancers, 1099 contractors, independents |
| 6. Film/Digital Media | 11,281 | Film, TV, games |
| 7. Start Up | 8,771 | Innovation to Enterprise, startups, tech transfer |
| 8. Agriculture | 4,739 | Crop development, food processing, forestry |
| Total Jobs Estimated | 166,661 | |
| Total Jobs Needed | 139,690 | |
| Difference | +26,971 | |
| 9. Retirement | 21,000 | Affluent retirement strategies |



PROGRAM THEATER ASSESSMENT SUMMARY

| Theater | Potential Impact | | Potential Program Impact | | Theater Status | | | | Action Indicated | | |
|---------------------------|-------------------|-----------------------------|----------------------------|----------------------------------|---------------------------------|--------------|----------------|----------------|--|---|---|
| | 10 Year Potential | % share of state 10 yr goal | Program Reliance potential | % Share of state program reliant | Organization | E-Base Focus | Local Planning | E-Base Metrics | Major FOP Gaps | Procuring Agents | Action Required |
| 1. Employer | 49,744 | 30% | 42,282 | 35% | Underfunded and Understaffed | Strong | Weak | Moderate | Workforce, Marketing/Sales, RE | EDOs, Local Government, NM Partnership, NMEDD | Staff Augmentation, Co-op Marketing, Incentive Support |
| 2. Federal Government | 38,035 | 23% | 28,526 | 23% | Limited activity, Unorganized | Assumed | Weak | TBD | Marketing/Sales, Tax and Reg. Climate, Real Estate | EDCs, Local Government, Federal Delegation | Matching funds for EPSCoR |
| 3. Extractives & Energy | 21,089 | 13% | 17,926 | 15% | Active but unorganized | Strong | Moderate | Assumed | Housing, Workforce, Transportation, Transmission | EDCs, Industry Associations, Local Government | None at this time |
| 4. Visitor | 21,082 | 13% | 10,541 | 9% | Well organized | Strong | Moderate | Strong | Marketing/Sales, Tax and Reg. Climate | Tourism, Hospitality | Increase tourism marketing budget |
| 5. Solowork | 11,920 | 7% | 2,980 | 2% | No Program | TBD | TBD | TBD | Program Development, Tax & Regulatory, Broadband | No Program | Solo Pilot, Broadband |
| 6. Film/ Digital Media | 11,281 | 7% | 11,281 | 9% | Well organized | Strong | Strong | Moderate | Capital, (Real Estate) | NM Film Office | Incremental increase in State Rebate program |
| 7. Startup | 8,771 | 5% | 6,140 | 5% | Active, Growing but unorganized | Weak | Weak | Weak | Capital, Tax and Regulatory | Incubators, Accelerators, SBDCs, Enterprise Funds | Capital Gains reduction, Rollover investment tax break, Reduce tax on Out of State Investment |
| 8. Agriculture | 4,739 | 3% | 2,370 | 2% | Active but unorganized | Assumed | Weak | TBD | Natural Resources, Workforce, Tax & Regulatory | EDCs, Agricultural estate service | Right to Farm |
| 9. (Retirement) | ~21,000 | | | | Unorganized but programmable | TBD | Weak | TBD | Program Development, Tax & Regulatory, Marketing/Sales | No Program | Broadband |
| 10. (Import Substitution) | | | | | Unorganized but programmable | TBD | Weak | TBD | TBD | TBD | |



STATEWIDE PROFILE

| | |
|-------------------------------------|----------------|
| Unemployment | 17,075 |
| Growth | 42,157 |
| Attrition | 80,457 |
| Total New E-Base Jobs over 10 Years | 139,690 |
| Estimated Potential | 166,661 |
| Surplus (Shortage) | 26,971 |

| Theater | Jobs | % Program Reliant | Organic | Program Reliant |
|----------|---------|-------------------|---------|-----------------|
| Employer | 49,744 | 85% | 7,462 | 42,282 |
| Fed Gov | 38,035 | 75% | 9,509 | 28,526 |
| E&E | 21,089 | 85% | 3,163 | 17,926 |
| Visitor | 21,082 | 50% | 10,541 | 10,541 |
| Solo | 11,920 | 25% | 8,940 | 2,980 |
| Film/DM | 11,281 | 100% | - | 11,281 |
| Startup | 8,771 | 70% | 2,631 | 6,140 |
| Ag | 4,739 | 50% | 2,370 | 2,370 |
| Total | 166,661 | | 44,616 | 122,046 |
| | | Current Capacity | | 55,910 |
| | | Capacity Needed | | 66,136 |

Factor of Production Gaps:

1. Qualified Labor: 60,326 Jobs
2. Capital: 21,224 Jobs
3. Building Inventory: 21,043

