

Guest Columns

Stick with 2013 tax package to help NM

By Gary Tonjes / Albuquerque Economic Development, Inc.

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Winthrop Quigley argues in a recent UpFront column that tax reform, and offering incentives for job creation and economic development hasn't worked in New Mexico. These changes are working, however, and we will see more evidence of that throughout this year and next with announcements from new and expanding companies.

The New Mexico Legislature and Gov. Susana Martinez crafted a major tax package overhaul in 2013 to make the state more competitive for business investment and job creation. It was an important initiative, even though the changes aren't fully phased in until 2018.

It's premature to criticize the new law before its benefits take full effect. Corporations are learning of the changes, but the lead time on a project can take years.

There were many good reasons for changing the state's tax policy. For example, let's say that you were the CEO of a manufacturing company with plants in Oregon, Arizona and New Mexico. Here's how New Mexico treated corporations before the 2013 tax package:

- If you chose to expand your plant in Albuquerque, you would have been slapped with an increase in corporate income taxes.
- What if you hired more people for that plant in Albuquerque? Your corporate income taxes in New Mexico would have gone up.
- What if you decided to expand your plants in Oregon or Arizona instead? New Mexico rewarded you by cutting your corporate income taxes in New Mexico. Seriously.
- If you hired another 500 employees in Oregon? New Mexico would have again rewarded you with a corporate income tax cut.
- What if you fired 500 employees in New Mexico? You guessed it: New Mexico would have given you another tax break.

Our tax laws were punishing employers for the things most New Mexicans hoped that they would do and rewarding employers for the things we prayed they wouldn't. It was unbelievable. Do we really want to return to that misguided policy? It didn't serve us very

well during the previous decades wherein far stronger economies emerged in neighboring states.

The 2013 tax package is smart and essential to our competitiveness. Corporate income taxes are just one of many factors a company considers before deciding to invest in new offices or manufacturing plants.

Taxes are not usually the most important factor to an expanding company, but that doesn't mean that location decisions aren't made or influenced because of them. They are.

Our organization leads the business recruitment efforts for the metropolitan area, and we also work on the retention and expansion of existing industry. The outlook for both efforts is more encouraging today than we have seen in years, in large measure because of the tax and incentive changes made over the past few legislative sessions.

The Albuquerque metropolitan area is currently a finalist for several projects from companies now actively engaged in a search for a new location.

The new tax policy and incentives helped keep Skorprios Technologies' fabless semiconductor operations and headquarters, and they tipped the scale in New Mexico's favor for the 500-employee bilingual customer support center Comcast brought to town.

Incentives also influenced Rural Sourcing, Inc.'s decision to create 120 software development jobs at the Downtown Albuquerque building it's currently renovating.

As one of many examples we could offer about incentives and our competitors, Texas offers zero corporate income taxes and yet further competes by giving \$40 million in cash to win Toyota's relocation of 4,000 jobs from Los Angeles to the Dallas metro area.

The point is New Mexico doesn't operate in a vacuum. We compete for jobs and investment against better-known states with solid reputations for their consistent treatment of capital.

Employers want predictability. Reversing course on the 2013 tax package before it has been fully implemented would not only send the wrong message, but also it would essentially guarantee that New Mexico continues to underperform within the region.

Q. Why do some companies deserve special treatment? Isn't this special tax treatment unfair to the other taxpayers?

A. A special group of enterprises in every community, every economy, is basic or essential to the survival of the community. They bring the new income into the area by exporting goods or services out of the area. Simply put, without them in your economy, your community cannot continue to exist, let alone thrive.

Throughout history, communities have recognized that this special group of enterprises is to be sought after, protected, and encouraged to expand, because the viability of **all** the other businesses in the community depends on their success.

This is not an issue of big companies vs. small business, or urban vs. rural. And it's not really an issue of picking winners and losers. Because if you don't have a strong, growing economic base in your community, everyone will end up as losers.

Simple fact is—communities must grow their economies faster than their population growth if they are going to achieve any increase in prosperity for their residents.

- There are three ways to grow an economy:
 - Grow new companies that export goods/services out of NM
 - Recruit new companies to our city and state that also export goods and services
 - Expand existing businesses – that is, retain more money locally after the basic industries have brought it here (reduce the unnecessary costs of doing business and reduce “leakage” of money out of New Mexico—“Buy Local”)
- Our primary focus must be on economic-based companies – they bring new money into the community – **all other businesses in the state depend on the money these companies bring in** (and that dependence includes the Construction industry)
- Maintaining or improving the tax climate for all **is** important to the health of the community.
- Incentives or tax credits that support and increase the economic base of the community will have a high impact on the relative economic vitality of the entire community.
- This money then circulates in our economy to our residents and other businesses; they provide the cash into the community that the rest of us spread around
- This money is also the direct and indirect foundation for our tax base
- The continued national economic climate still affects business's ability to expand
- Consequently, our cities and State faces increasing competition for good projects and our existing companies face competition not just to expand, but to survive
- Need to focus on key factors that New Mexico and our communities can improve on in order to be more competitive to grow economic-base companies, which leads to increased tax revenues and a thriving economy.
- States with the best tax systems and regulatory climates will be more competitive in attracting new business and generating employment and economic growth
- But we have to be prudent here – we can't be in the business of throwing away tax dollars on long shots and substandard deals
- If we are more interested in quick headlines and forget about due diligence we are not honoring our commitment to the taxpayer
- We must make smart business decisions

Companies Served by JTIP in FY14

Company	Approved Budget	Trainees	Average Wage	County	Co. Size	0-25	26-50	51-100	101-250	251-500	500+
@Pay LLC	\$ 180,005.71	7	\$ 44.64	Bernalillo	4	X					
Plenish, Inc. (Amendment)	\$ 11,040.00	2	\$ 11.50	Taos	22	X					
Ideum, Inc	\$ 104,065.44	5	\$ 28.25	Bernalillo	25	X					
MSDSPro, LLC	\$ 5,772.80	1	\$ 14.92	Sandoval	5	X					
Plenish, Inc. (Step-Up)	\$ 1,555.00	n/a	n/a	Taos	22	X					
JackRabbit Systems, Inc.	\$ 112,979.12	6	\$ 34.99	Santa Fe	16	X					
Knockout Mtl Wrx, LLC	\$ 7,480.00	2	\$ 13.50	Bernalillo	4	X					
P4Q USA	\$ 64,505.78	13	\$ 14.24	Bernalillo	2	X					
Qynergy Corporation	\$ 12,285.56	1	\$ 19.73	Bernalillo	16	X					
PPC Solar (Amendment)	\$ 6,000.00	1	\$ 12.50	Taos	10	X					
xF Technologies, Inc.	\$ 17,874.00	1	\$ 29.50	Bernalillo	12	X					
CustomerCentrix, LLC	\$ 56,689.92	3	\$ 32.45	Bernalillo	8	X					
Qynergy Corporation (Interns)	\$ 10,500.00	2	\$ 15.00	Bernalillo	16	X					
Titan Aerospace Holdings	\$ 189,035.00	11	\$ 25.90	Torrance	19	X					
Dynamic Systems & Research (Step-Up)	\$ 3,943.50	n/a	n/a	Bernalillo	5	X					
FRST, Inc.	\$ 46,020.00	1	\$ 58.90	Bernalillo	0	X					
Solaro Energy, Inc.	\$ 36,392.00	5	\$ 12.60	Socorro	11	X					
Yfab, Inc.	\$ 105,794.00	6	\$ 32.42	Bernalillo	7	X					
TriLumina Corporation	\$ 41,857.92	2	\$ 36.16	Bernalillo	8	X					
HT MicroAnalytical, Inc.	\$ 22,313.00	1	\$ 37.26	Bernalillo	12	X					
DHF Technical Products	\$ 173,412.00	25	\$ 14.97	Sandoval	3	X					
National Water Services, Inc.	\$ 6,544.00	1	\$ 16.50	Santa FE	14	X					
xF Technologies, Inc.	\$ 113,521.00	7	\$ 26.15	Bernalillo	13	X					
National Water Services, Inc.	\$ 9,694.00	1	\$ 17.25	Santa Fe	14	X					
Project Performance Company	\$ 94,501.00	3	\$ 47.57	Bernalillo	1	X					
Canon IT Services	\$ 88,373.00	29	\$ 13.68	Bernalillo	0	X					
P4Q USA	\$ 32,640.00	10	\$ 12.70	Bernalillo	8	X					
CN Wire Corporation	\$ 537,626.00	79	\$ 14.47	Dona Ana	0	X					
National Water Services, Inc.	\$ 15,692.00	1	\$ 26.50	Santa Fe	15	X					
Still Solutions, Inc.	\$ 16,241.00	1	\$ 24.43	Bernalillo	9	X					
Spa Enrichment Strategies, LLC	\$ 18,952.00	2	\$ 17.00	Bernalillo	3	X					
Neptune Aviation Services	\$ 86,617.00	5	\$ 22.65	Otero	3	X					
Santa Fe Spirits	\$ 3,760.00	1	\$ 11.50	Santa Fe	5	X					
CAaNES, LLC	\$ 101,452.00	4	\$ 41.70	Bernalillo	25	X					
	\$ 2,335,133.75	239	\$ 19.21								
Lavu, Inc.	\$ 55,750.00	10	\$ 18.75	Bernalillo	35		X				
nanoMR, Inc.	\$ 64,227.56	3	\$ 37.98	Bernalillo	28		X				
ClosedWon, LLC (Amendment)	\$ 39,874.12	2	\$ 34.86	Bernalillo	27		X				
Southwest Steel Coil (Step-Up)	\$ 53,500.00	n/a	n/a	Dona Ana	32		X				
Cummins Natural Gas Engines	\$ 13,855.02	2	\$ 14.72	Curry	46		X				
ClosedWon, LLC	\$ 80,748.24	4	\$ 34.86	Bernalillo	26		X				
Ideum, Inc.	\$ 147,101.00	7	\$ 28.62	Bernalillo	29		X				
Lavu, Inc.	\$ 39,366.00	8	\$ 17.29	Bernalillo	38		X				
	\$ 494,421.94	36	\$ 24.41								
AerSale, Inc. (Step-Up)	\$ 3,230.00	n/a	n/a	Chaves	100			X			
Ultramain Systems, Inc.	\$ 83,368.00	8	\$ 19.50	Bernalillo	86			X			
Ultramain Systems, Inc. (Interns)	\$ 10,000.00	2	\$ 15.00	Bernalillo	86			X			
Ultramain Systems, Inc. (Interns)	\$ 16,000.00	3	\$ 18.00	Bernalillo	92			X			
Ultramain Systems, Inc. (Amendment)	\$ 45,199.04	4	\$ 22.12	Bernalillo	92			X			
NM Consortium	\$ 6,000.00	1	\$ 15.63	Los Alamos	63			X			
	\$ 163,797.04	18	\$ 19.12								
CTS Electronic Components	\$ 64,898.12	3	\$ 37.24	Bernalillo	225				X		
Prime Therapeutics, LLC	\$ 332,526.26	47	\$ 21.06	Bernalillo	247				X		
Vitality Works, Inc.	\$ 53,252.00	3	\$ 30.45	Bernalillo	115				X		
Bendix King	\$ 788,712.00	28	\$ 49.19	Bernalillo	109				X		
AerSale	\$ 174,226.00	21	\$ 20.02	Chaves	105				X		
Vitality Works, Inc.	\$ 46,803.00	5	\$ 20.65	Bernalillo	123				X		
PreCheck, Inc.	\$ 236,450.00	35	\$ 12.00	Otero	123				X		
Compass Components	\$ 89,512.00	14	\$ 12.50	Luna	103				X		
	\$ 1,786,379.38	156	\$ 23.65								
Alliance Data Systems, Inc.	\$ 738,788.00	181	\$ 13.32	Sandoval	460					X	
Fidelity Employer Services	\$ 1,346,990.00	258	\$ 16.29	Bernalillo	382					X	
Prime Therapeutics, LLC	\$ 151,010.00	32	\$ 15.00	Bernalillo	277					X	
	\$ 2,236,788.00	471	\$ 15.06								
Leprino Foods	\$ 89,730.88	13	\$ 13.71	Chaves	525						X
Lowe's Customer Support Center	\$ 1,761,645.00	422	\$ 15.85	Bernalillo	675						X
	\$ 1,851,375.88	435	\$ 15.79								
Totals	\$ 8,704,098.95	884	\$ 19.54								

Companies Served by JTIP in FY15

Company	Approved Budget	Trainees	Average Wage	County	Co. Size	0-25	26-50	51-100	101-250	251-500
3D Glass Solutions	\$ 20,760.00	3	\$ 15.33	Bernalillo	9	X				
Aircraft Technical Support Roswell	\$ 330,507.00	44	\$ 17.70	Chaves	5	X				
Aircraft Technical Support Roswell	\$ 310,974.88	36	\$ 18.84	Chaves	17	X				
Aviata	\$ 114,678.00	5	\$ 39.66	Bernalillo	13	X				
Boese Brothers Brewing, LLC	\$ 7,300.00	1	\$ 15.75	Bernalillo	2	X				
Cable ONE	\$ 26,805.00	8	\$ 12.80	Sandoval	21	X				
Certoplast N.A., Inc.	\$ 30,378.00	7	\$ 12.89	Dona Ana	1	X				
Cinnafilm, Inc.	\$ 59,850.00	2	\$ 50.00	Bernalillo	3	X				
ComboTrip, LLC	\$ 10,534.00	2	\$ 11.50	Bernalillo	6	X				
Comcast Cable Communications	\$ 1,239,723.00	450	\$ 18.78	Bernalillo	0	X				
DHF Technical Products	\$ 54,362.08	9	\$ 15.82	Sandoval	19	X				
DHF Technical Products	\$ 64,302.00	8	\$ 18.79	Sandoval	18	X				
EcoPesticides International	\$ 11,920.00	1	\$ 21.00	Bernalillo	4	X				
Emerging Technology Ventures	\$ 33,519.76	1	\$ 44.67	Otero	6	X				
Emerging Technology Ventures	\$ 2,408.30	2	n/a	Otero	6	X				
Emerging Technology Ventures	\$ 143,434.00	5	\$ 38.31	Otero	2	X				
Emerging Technology Ventures-Interns	\$ 24,128.00	4	\$ 14.50	Otero	6	X				
Flagship Food Group	\$ 201,482.00	109	\$ 10.56	Bernalillo	0	X				
FLUTe	\$ 15,208.00	1	\$ 18.50	Rio Arriba	14	X				
Green Theme Technologies	\$ 60,970.00	5	\$ 22.90	Bernalillo	1	X				
Imagine Education	\$ 26,730.00	1	\$ 30.93	Taos	6	X				
IntelliCyt	\$ 21,626.00	1	\$ 36.06	Bernalillo	24	X				
IntelliCyt	\$ 13,239.00	1	\$ 23.18	Bernalillo	25	X				
J.W.Industries	\$ 50,020.00	4	\$ 22.50	Bernalillo	5	X				
J.W.Industries	\$ 25,860.00	2	\$ 22.50	Bernalillo	10	X				
Jaguar Precision Machine, LLC	\$ 91,705.00	8	\$ 23.81	Bernalillo	15	X				
Jaguar Precision Machine, LLC	\$ 11,425.00	7	n/a	Bernalillo	18	X				
National Water Services, Inc.	\$ 9,694.00	1	\$ 17.25	Santa Fe	17	X				
NM Transloading LLC	\$ 328,926.00	32	\$ 23.85	Bernalillo	0	X				
NM Transloading LLC	\$ 251,821.92	30	\$ 20.19	Bernalillo	8	X				
Nuvita LLC	\$ 52,847.00	3	\$ 30.21	Bernalillo	12	X				
P4Q USA, Inc.	\$ 61,720.00	15	\$ 15.33	Bernalillo	25	X				
PPC Solar	\$ 10,134.00	6	n/a	Taos	8	X				
Project Performance Company	\$ 529,277.00	37	\$ 42.41	Bernalillo	1	X				
Rio Bravo Brewing (Amendment)	\$ 5,306.00	1	\$ 16.58	Bernalillo	1	X				
Rio Bravo Brewing Co., LLC	\$ 16,730.00	1	\$ 27.50	Bernalillo	0	X				
S&P Data New Mexico LLC	\$ 539,669.64	167	\$ 13.17	Sandoval	0	X				
Samson Equipment	\$ 33,989.00	5	\$ 17.56	Dona Ana	22	X				
Senior Scientific	\$ 15,437.00	1	\$ 25.24	Bernalillo	4	X				
Sierra Peaks	\$ 74,920.00	20	\$ 14.00	Bernalillo	22	X				
Sigma Labs, Inc.	\$ 41,040.00	1	\$ 70.00	Santa Fe	5	X				
Silver Dollar Racing and Shaving	\$ 48,744.00	5	\$ 13.60	Colfax	5	X				
Skinfrared	\$ 14,551.00	1	\$ 23.69	Bernalillo	7	X				
Solaro Energy, Inc.	\$ 12,244.00	3	\$ 9.50	Socorro	11	X				
Spra-Green, Inc.	\$ 6,640.00	1	\$ 11.75	Roosevelt	5	X				
Still Solutions, Inc. (Amendment)	\$ 15,241.00	1	\$ 24.43	Bernalillo	10	X				
TriLumina Corporation	\$ 45,806.00	2	\$ 39.92	Bernalillo	12	X				
Vertterre Corporation	\$ 84,260.00	6	\$ 26.41	Bernalillo	9	X				
Vibrant Corporation	\$ 173,822.00	5	\$ 60.34	Bernalillo	12	X				
Vibrantcy, LLC	\$ 78,417.00	5	\$ 27.40	Bernalillo	1	X				
Vibrantcy, LLC-Interns	\$ 12,720.00	3	\$ 13.25	Bernalillo	1	X				
xF Technologies, Inc.	\$ 77,895.00	5	\$ 24.56	Bernalillo	17	X				
	\$ 5,545,700.58	1,084	\$ 18.24							

CAaNES, LLC	\$ 284,303.02	13	\$ 36.28	Bernalillo	31		X			
CAaNES, LLC	\$ 583,910.00	30	\$ 32.97	Bernalillo	43		X			
Canon ITS, Inc.	\$ 146,556.00	59	\$ 12.54	Bernalillo	35		X			
CN Wire Corp.	\$ 298,465.20	68	\$ 12.07	Dona Ana	29		X			
CN Wire Corp.	\$ 150,243.62	34	\$ 12.71	Dona Ana	49		X			
Ideum, Inc	\$ 127,931.00	6	\$ 29.29	Bernalillo	34		X			
Ideum, Inc	\$ 129,181.44	6	\$ 29.29	Bernalillo	38		X			
NICOR	\$ 88,689.04	11	\$ 19.12	Bernalillo	40		X			
Private Label Select (Amend.)	\$ 13,440.00	5	\$ 12.87	Taos	42		X			
Private Label Select Ltd. Co.	\$ 57,647.00	10	\$ 12.30	Taos	30		X			
RIEtech Global, LLC	\$ 356,449.00	12	\$ 50.08	Bernalillo	27		X			
Santa Fe Brewing Company	\$ 29,147.00	5	\$ 12.23	Santa Fe	44		X			
Wildflower International, Ltd.	\$ 293,455.00	35	\$ 18.58	Santa Fe	32		X			
	\$ 2,559,417.32	294	\$ 18.76							

AerSale, Inc.	\$ 5,943.75	5	n/a	Chaves	100			X		
Canon ITS, Inc.	\$ 45,264.00	14	\$ 12.87	Bernalillo	71			X		
Canon ITS, Inc. (Amendment)	\$ 6,204.00	3	\$ 11.75	Bernalillo	54			X		
Positive Energy Solar	\$ 314,962.00	28	\$ 21.03	Santa Fe	58			X		
Positive Energy Solar	\$ 148,786.00	13	\$ 21.30	Bernalillo	75			X		
	\$ 521,159.75	63	\$ 17.16							

Companies Served by JTIP in FY15

Company	Approved Budget	Trainees	Average Wage	County	Co. Size	0-25	26-50	51-100	101-250	251-500
Canon ITS, Inc.	\$ 110,722.00	51	\$ 12.20	Bernalillo	117				X	
Compass Components	\$ 42,956.00	48	n/a	Luna	109				X	
Compass Components (Amend)	\$ 24,320.00	10	\$ 9.50	Luna	109				X	
GCC Rio Grande	\$ 191,354.00	13	\$ 28.96	Bernalillo	101				X	
PreCheck, Inc.	\$ 236,450.00	35	\$ 12.00	Otero	173				X	
S&P Data New Mexico (Amend)	\$ 124,523.00	10	\$ 21.88	Sandoval	113				X	
S&P Data New Mexico LLC	\$ 289,643.00	113	\$ 12.68	Sandoval	113				X	
Vitality Works, Inc.	\$ 74,815.00	7	\$ 21.90	Bernalillo	127				X	
	\$ 1,094,783.00	287	\$ 11.56							
Convergys Customer Mgmt. Group	\$ 181,250.00	200	\$ 11.25	Dona Ana	319					X
PESCO	\$ 351,652.19	52	\$ 17.09	San Juan	315					X
Fidelity Employer Services	\$ 1,387,575.00	232	\$ 17.67	Bernalillo	560					
	\$ 1,920,477.19	484	\$ 14.95							
Totals	\$11,641,537.84	3,940	\$ 17.26							

FY2016 LEDA Appropriations

County	Project Name	Description	Amount Appropriated
Socorro	Solaro	Tenant improvements	\$250,000
Bernalillo	Rural Sourcing, Inc.	Tenant improvements	\$250,000
Roosevelt	Ready Roast, Inc.	Construction/building improvements	\$1,500,000
Doña Ana	Ol Gringo Chile Co.	Construction/tenant improvements	\$25,000
Lea	CIG Logistics	Rail installation	\$100,000
Grant	Little Toad Creek Brewery & Distillery	Building renovation	\$100,000
Doña Ana	New Mexico Greenhouse Holdings	Building improvements	\$250,000
Bernalillo	Skorprios	Construction permanent facility	\$5,500,000
Otero	Flickinger Theater	Digital conversion infrastructure improvements or upgrades	\$113,436
Bernalillo	NAU	Construction/building improvements	\$500,000
Quay	Odeon Theater	Digital conversion infrastructure improvements or upgrades	\$50,000
Chaves	Rich Glo Products, Inc.	Building infrastructure	\$75,000
Curry	Southwest Cheese	Building infrastructure	\$350,000
Doña Ana	W. Silver	Rail spur	\$30,000
Santa Fe	Santa Fe Spirits	Building Infrastructure	\$325,000
Doña Ana	Pecan Brewery	Building Infrastructure	\$200,000
Doña Ana	Border Industrial Association	Water Well	\$1,800,000
Doña Ana	Valley Cold Storage	Building Infrastructure	\$140,000
Sandoval	PCM	Building Improvements	\$700,000
Sandoval	Safelite AutoGlass	Building and land	\$3,000,000
	Total		\$15,258,436

The Economic Impact Analysis Report

Introduction

This report presents the economic impact of the facility and the costs and benefits over the next 10 years for the State of New Mexico and the city, county, school district and special taxing districts where the facility is located.

The facility and its location in New Mexico is the following:

Facility Project Soar
 Location: Albuquerque

Description of the Project and its Operations

Project Soar is a well-established aviation/aerospace related products manufacturer. The company plans to construct a new 350,000 square foot manufacturing facility in Albuquerque. The firm will initially employ 500 workers ramped up over 3 years. The average annual salary is \$40,147. The firm is expected to initially invest \$100 million in land and building and \$400 million in equipment.

Economic Impact of the Facility and Its Employees

The facility, its new employees and workers in new spin-off jobs created in the community will have the following economic impact on the community over the next ten years:

Economic Impact of the Facility Over the Next Ten Years	
Number of new direct and indirect jobs to be created	976
Number of new residents in the City	498
Number of new students expected in local schools	125
Salaries to be paid to direct and indirect employees	\$349,865,753
Taxable spending expected in the City	\$496,682,649
Spending on local motel rooms	\$1,074,676
Number of new residential units to be built in the City	33
Taxable value, in the 10th year, of residential property to be constructed for some new direct and indirect workers who move to the City	\$2,957,854

Costs and Benefits for State and Local Taxing Entities

The State, City, County, School District and Special Taxing Districts can expect costs and benefits over the next 10 years from the new or expanded facility, its new employees and workers in new indirect and induced jobs. These costs and benefits are discussed below.

Public Benefits

The State, City, County, School District and Special Taxing Districts can expect to receive benefits or additional revenues as a result of the new or expanded facility, over the next 10 years, as scheduled below:

Public Benefits/Additional Revenues Over the Next 10 Years						
	State	City	County	School District	Special Taxing District	Total
Gross receipts taxes	\$20,199,995	\$10,864,933	\$5,049,999			\$36,114,927
Lodgers' tax		\$64,481	\$0			\$64,481
Property taxes*	\$70,524	\$596,499	\$521,852	\$571,846	\$512,586	\$2,273,306
Utilities		\$2,176,940	\$0			\$2,176,940
Utility franchise fees		\$496,918	\$0			\$496,918
Miscellaneous taxes and user fees		\$169,991	\$50,997			\$220,989
Building permits		\$0				\$0
State personal and corporate income taxes	\$14,441,208					\$14,441,208
Additional state and federal school funding				\$7,447,907		\$7,447,907
Total	\$34,711,727	\$14,369,762	\$5,622,848	\$8,019,752	\$512,586	\$63,236,675

*Property taxes collected after the firm's property taxes are exempt if IRB's are issued, if applicable.

Public Costs

The State, City, County, School District and Special Taxing Districts may incur the following costs, including incentives, as a result of the new or expanded facility and new direct and indirect employees moving to the County, over the next 10 years:

Public Costs over the Next 10 Years						
	State	City	County	School District	Special Taxing Districts	Total
Costs of services to new residents		\$509,974	\$33,998		\$0	\$543,972
Costs of providing utilities		\$1,959,246	\$0			\$1,959,246
Costs of services for new students				\$7,090,230		\$7,090,230
Total	\$0	\$2,469,220	\$33,998	\$7,090,230	\$0	\$9,593,448

Net Benefits

The net benefits for the State, City, County, School District, and Special Taxing Districts (the extent to which revenues exceed costs) from the new or expanded facility will be follows, over the next 10 years:

Net Benefits for the State and Local Entities Over the Next 10 Years			
	Benefits	Costs	Net Benefits
State	\$34,711,727	\$0	\$34,711,727
City	\$14,369,762	\$2,469,220	\$11,900,542
County	\$5,622,848	\$33,998	\$5,588,850
School District	\$8,019,752	\$7,090,230	\$929,522
Special Taxing Districts	\$512,586	\$0	\$512,586
Total	\$63,236,675	\$9,593,448	\$53,643,227

“Project April” Economic Impact Assessment
 Albuquerque Economic Development
 November 2010

Produced by:
 Aaron Sussman
 Transportation Planner
 Mid-Region Council of Governments

Introduction

MRCOG was contacted by Albuquerque Economic Development (AED) to assess the impact of a major manufacturing facility located in Albuquerque on the economy of the central New Mexico region (Bernalillo, Sandoval, Tarrant, and Valencia Counties). The impact is derived from the REMI Policy Insight Plus (PI+) model and considers the substantial initial construction investment along with the large number of permanent full-time employees that would be hired at the facility.

Background:

MRCOG purchased PI+ from Regional Economic Models, Inc. (REMI) in 1999 for the purpose of developing long range employment forecasts and as a planning tool to assist member governments with economic development efforts. The PI+ model was developed to improve the quality of research-based decision making in the areas of economic development and policies affecting the local economy. In short, the model is designed to answer the “what if” questions regarding economic effects of policy initiatives as well as the impacts of new developments. The demographic and employment data internal to the PI+ model is calibrated by REMI to the Albuquerque area and updated annually.

Methodology

Inputs to PI+ were provided by the AED. Although direct employment growth will occur at the facility between 2011 and 2015, the economic impacts were assessed through 2025. The benefit of running the model for a period of time beyond the initial “jolt” to the local economy is to determine the likely long-term impact once new investments and initial construction impacts have run their course. The results from PI+ were aggregated for the City of Albuquerque and to the balance of the region.

Assumptions

MRCOG made the following assumptions during the analysis:

- There are 400 initial employees at the facility in 2011. Employment grows by 900 in 2012 and 1,200 per year for the following three years for a peak of 4,900 in 2015. Employment levels at the manufacturing facility remain constant at 4,900 thereafter.
- The facility requires \$370 million in facility construction costs. Construction begins in 2011 and concludes in 2015.
- Facility equipment is to be purchased outside of New Mexico and therefore does not affect the economy of the region.
- All employees at the facility correspond to NAICS sector 333414 – machinery manufacturing.

Year	Construction (millions of dollars)	Total Employment
2011	92.5	400
2012	0	1300
2013	92.5	2500
2014	92.5	3700
2015	92.5	4900

Results

In assessing the output of the PI+ model it is important to understand that employment and population figures are cumulative values and should not be added from one year to the next. By contrast, financial variables are independent for each individual year and may be added to determine the economic impact over time.

All together, nearly 2,700 jobs would be created in 2011 and more than 10,000 total jobs would be created directly or indirectly as a result of the manufacturing facility by 2015. More than one third of the jobs created in 2011 are construction jobs, however many of those jobs are short-term. Although the impact of the construction investment wanes, the effect of full employment at the facility can be observed beginning in 2015 and results in sustained benefits to the region throughout the time period analyzed. Table 1 provides a summary of the facility's impact to the City of Albuquerque.

In addition to increases in employment, the presence of the facility results in an annual increase in gross domestic product (increase in regional productivity) and real disposable personal income (personal income after taxes and inflation) of hundreds of millions of dollars. Beginning in 2014, the facility produces an increase in gross domestic product of more than \$1 billion.

Table 1: Summary statistics – City of Albuquerque

Category	Units	2011	2012	2013	2014	2015	2020	2025
Total Employment	Units	2526	3421	7867	10968	14029	12308	11767
Direct Jobs Created	Units	400	1300	2500	3700	4900	4900	4900
Indirect Jobs Created	Units	2126	2121	5367	7268	9129	7408	6867
Increase in Gross Domestic Product	Millions (2010 dollars)	188.8	311.0	695.1	1004.8	1325.9	1332.2	1422.5
Increase in Real Disposable Personal Income	Millions (2010 dollars)	66.8	95.2	221.6	318.7	422.3	452.6	491.2

Although the facility is located in the City of Albuquerque, modest economic benefits can be seen throughout the region (see Table 2) as more than 1,100 full-time jobs are created outside the City limits by the year 2015. This number drops slightly by 2025, however nearly 1,000 long-term jobs are added to the region as an indirect result of the facility.

Table 2: Summary statistics – Balance of four-county region¹

Category	Units	2011	2012	2013	2014	2015	2020	2025
Total Employment	Units	164	259	575	844	1115	1084	990
Direct Jobs Created	Units	0	0	0	0	0	0	0
Indirect Jobs Created	Units	164	259	575	844	1115	1084	990
Increase in Gross Domestic Product	Millions (2010 dollars)	9.4	15.7	35.1	52.9	71.2	73.2	70.5
Increase in Real Disposable Personal Income	Millions (2010 dollars)	28.1	42.1	97.5	143.6	193.0	220.0	238.1

Finally it is worth noting that much of the employment created as a result of this facility are secondary or support service jobs that are outside of the manufacturing sector. Table 3 demonstrates the distribution of jobs created in the City of Albuquerque in major industrial sectors.

Table 3: New employment by sector for the City of Albuquerque

Category	2011	2012	2013	2014	2015	2020	2025
Construction	37.5%	6.3%	15.7%	13.2%	11.7%	7.0%	5.3%
Manufacturing	20.3%	46.8%	39.0%	41.1%	42.3%	47.0%	48.4%
Retail Trade	6.7%	6.0%	6.2%	6.1%	6.1%	6.1%	6.2%
Professional and Technical Services	5.8%	6.1%	6.1%	6.2%	6.2%	6.4%	6.4%
Administrative and Waste Services	4.6%	4.7%	4.7%	4.7%	4.6%	4.2%	3.8%
Health Care and Social Assistance	5.3%	5.5%	5.5%	5.5%	5.6%	6.1%	7.1%
Other	19.8%	24.6%	23.0%	23.3%	23.4%	23.3%	22.9%

¹ To determine the impact to the entire four-county region, add the values from Tables 1 and 2.