



Economic Development
Department presentation to
Indian Affairs Committee

November 27, 2012

Economic Development Native American Initiatives

- Reorganized Department Around Five Tribal Liaisons (Regional), All of Who Are Actively Working Projects with the Tribes
- Most State Departments Have Only One Tribal Liaison. Our Department Now Has Five with Mr. Steve Gonzales as the Lead Tribal Liaison in Weekly Contact with the Department of Indian Affairs
- Four of the Five Liaisons Have Completed the Cultural Competency Training. The Remaining Liaison Is In the Cue
- The Tribal Liaisons bring a Wealth of Experience and Knowledge that Contribute to the Economic Development of Native American Communities
- Native American Community Participating In the Certified Communities Program:
 - Pueblo of Pojoaque

Native American Initiatives (Continued)

- New Mexico Economic Development Department's Office of Business Advocacy Is Working With the Mescalero Apache Tribe Business Consultant to Explore New Markets for Small Diameter Forest Products
- Mescalero is Exploring Industry Opportunities to Open a Larger Saw Mill Operation Located in Alamogordo. The Small Diameter Saw Mill in Mescalero Reopened Spring 2012.
- The NM Department of Indian Affairs Requested Research Assistance to Identify New Market Opportunities for Forest Products on the Navajo Nation
- Also working with the Pueblo of Santa Clara to Commercialize Lumber
- The Statewide Film Liaison Network includes four pueblos and one nation. Each entity designates an individual who assists and prepares their region for a variety of industry activities. Efforts continue to increase the number of state film liaisons in rural areas of New Mexico. The annual meeting of liaisons takes place in July of each year

First Native American MainStreet in the Country

- Native American MainStreet – Zuni Pueblo
 - First Native American MainStreet in U.S.
 - Dedicated in July 2012

MainStreet and Arts & Cultural Districts

- MainStreet
 - 592 Jobs Created
 - Private Sector Reinvestment - \$9,036,884
 - 103 New Businesses
 - 101 Building Rehabilitations
 - 17,580 Volunteer Hours
- Arts & Cultural Districts
 - Los Alamos, Raton, Taos Adopted ACD District Cultural Plans
 - Las Vegas, Los Alamos, Silver City Adopted Master Plans
 - ACD Pedestrian Signs up in 5 of 6 Communities

Increasing Exports

- New Mexico's Exports Have Doubled in the Last Two Years
- New Mexico moved from 38th to 2nd in the Country for Percentage Export Growth
- The New Mexico Economic Development Department's Office of International Trade has been awarded a \$187,802 Federal Grant to Boost its International Trade Efforts
- Next ISO 9000 Class Begins in January 2013, Partial Funding Available for Eligible Companies

[Six Target Industries]

- Aerospace and Defense
- Value-Added Agriculture
- Energy and Natural Resources
- Advanced Manufacturing
- Transportation, Logistics and Warehousing
- Back Office/Technical Support

[Rural Council]

Goals:

- Preserve Rural Quality of Life
- Identify Sustainable Industries such as Agriculture and Extractive industries
- Support Regional Problem Solving
- Promote Collaboration and Cooperation
- Ensure Statewide Participation in ED Incentives and Programs
- Specialized Training, Technical Assistance and Access to Economic Development Services

[Workforce Training]

- JTIP is one of the best tools for recruitment and expansion
- On Tribal or Pueblo Land, JTIP Reimburses 75 percent of workforce training cost for up to Six Months
- In FY12:
 - Number of Projects Funded:
 - 32 Projects
 - 9 of which are Rural
 - Dollar Amount Awarded:
 - \$4.6 Million
 - \$1.1 of which is Allocated to Rural Areas of NM
 - Number of Jobs Created:
 - 1,015 Jobs (at average wage \$19.95)
 - 184 of which are Rural Jobs

[State Data Center Website]

- www.nmstatedatacenter.com
- www.gonm.biz
- Redesign and Upgrade
- Showcases Communities
- Provides a Searchable Database of Commercial Sites for New Business
- Provides Data for Grant-Writing and Other Special Projects
- Compares New Mexico With Other States

[Infrastructure Gap]

- Roads
- Broadband
- Rail
- Water Systems
- Housing

[Challenge Capital]

■ Capital/Financing Programs for Communities:

- Enactment and Adoption of Improvement Districts (i.e., TID, PID) is Underutilized
- Enactment and Adoption of Local Options Gross Receipts
 - Currently There are 7 Political Subdivisions with LOGRT Enacted (less than 1 percent of the communities in the state)
- CDGB Untapped Potential
- Backlog 17 Communities Wanting MainStreet Designation
 - \$78,000,000 Backlog of Capital and Infrastructure Improvements
- Lack of Funding for Arts and Cultural Districts Program
- Backlog 13 Communities Wanting Arts and Cultural Districts Authorization

[Challenge – Workforce]

- Uneven Labor Supply
 - Full Employment in Southeastern Part of State versus Higher Unemployment in Other Parts of New Mexico
 - High Demand for Specific Job Classifications Such as Welders, Truck Drivers
 - Long Term Workforce Development
 - Potential Loss of Super Skilled Jobs Due to Federal Downsizing

[Reduced Federal Spending]

- LANL Jobs and Cutting Local Expenditures
- Approximates 33 percent Local Budget is Spent in the Northern NM
- UNM Estimates that 2013 Budget Cuts will Cost New Mexico 20,000 jobs

New Century Legislative Agenda

- Enact an Elective Single Sales Factor
- Reduce the Corporate Income Tax
- \$10 million for LEDA
- \$4.75 for JTIP
- Capital Outlay Reform
- Spaceport Informed Consent
- Increased MainStreet Funding