

# New Mexico Legislative Interim Jobs Council

Council Meeting #2

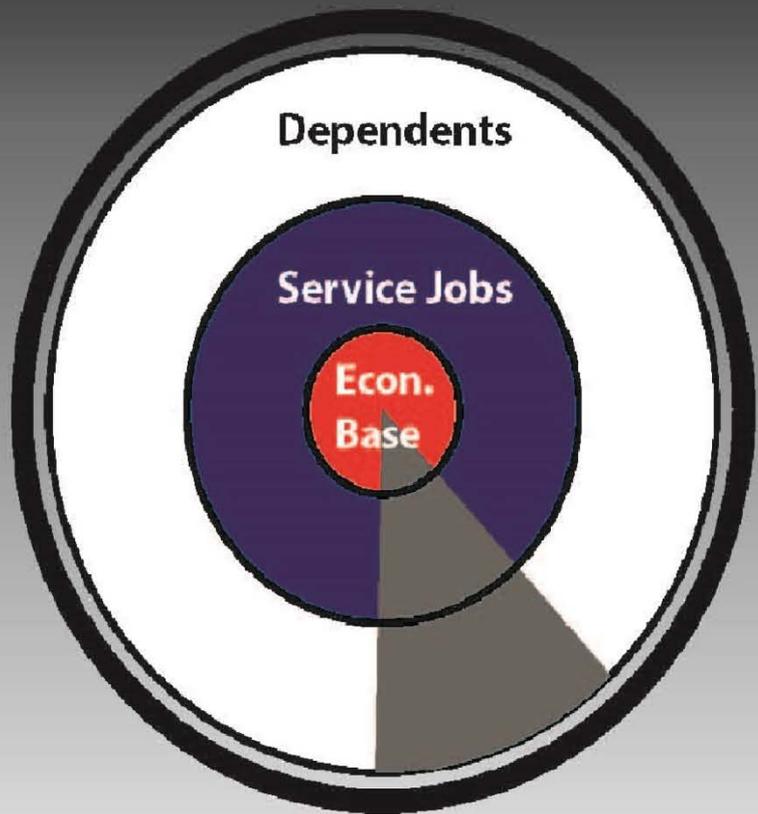
July 23<sup>rd</sup>, 2014 – 10:00am

Interim Jobs Council



July 23 - Albuquerque

# ECONOMIC CONTRACTION SCENARIO



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# Jobs Council Challenges

1. What will it take to get the state economy to full employment?  
What will it take?

*160,000 new economic base jobs in ten years*

*16,000 per year*

*6-8000 will need to be procured*

*8-10,000 unmanaged – organic*

2. Develop a framework for sorting legislative job creation priorities.

*Indicated Strategy Areas*

1. *Scale up the State and Local Procuring Agent Apparatus*

2. *Develop new programs to put outlier economic base sectors under management*

3. *Improve the ecosystem for business – cure major factor of production gaps*



1. Scale up the State and Local Procuring Agent Apparatus
  - Marketing and lead generation - FTEs and resources:
    - *NM Partnership plus up*
    - *Co-op advertising*
  - Professional sales case management - FTEs and resources:
    - *NM Partnership – NM Economic Development Dept*
    - *Staff Augmentation*
  - Closing and completion resources - FTEs and resources:
    - *LEDA*
    - *JTIP*



2. Develop new programs to put outlier economic base sectors under management:

- *Solo-work*
- *Forest Restoration*



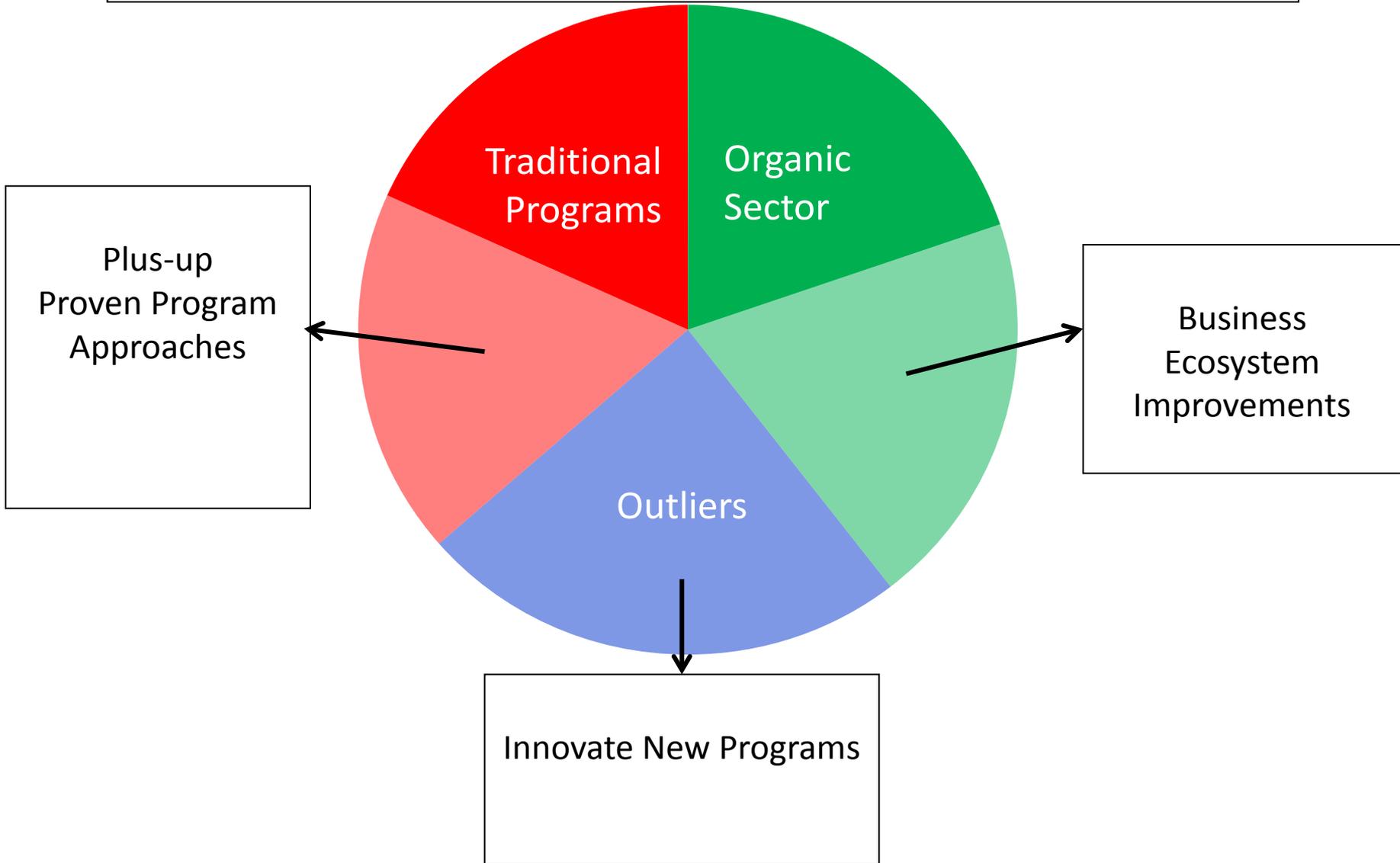
3. Improve the ecosystem for business – cure major factor of production gaps:

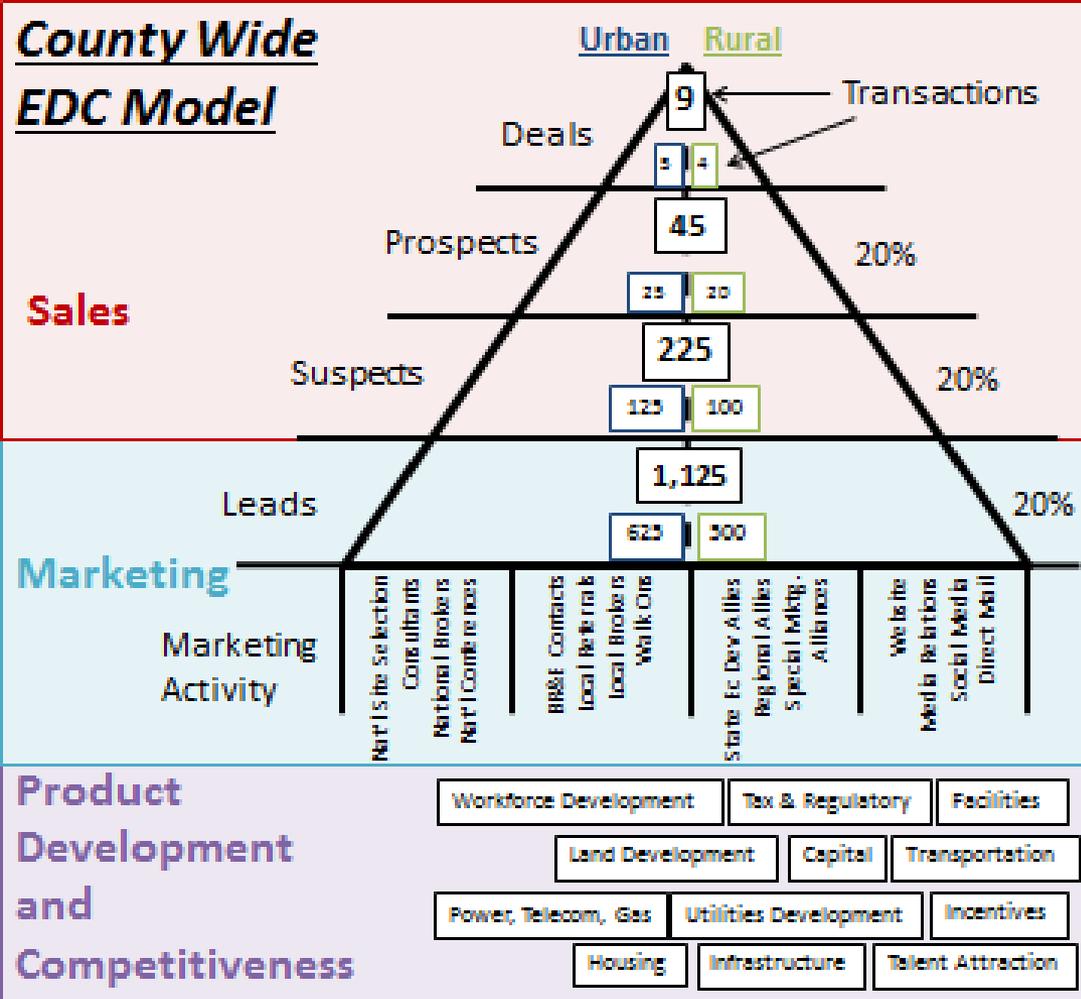
- *Workforce - Middle School Physics*
- *Workforce – Workforce Gap Forecast Model*
- *Infrastructure – Broadband Initiative*



# Strategy Options

How will the new economic base jobs be created?





# Estimating Gaps in Regional Marketing and Sales Capacity

1 Professional FTE : 1 Transaction Per year

## Organization Development

Staff	Operational Burdens
CEO   Marketing	• 225 cases =
VP   Product Dev.	~1 Proposal per day
EDP   Webmaster	~1 Site Visit per day
EDP   Administration	• 1,125 leads =
EDP   Research	~4 per day
Fundraising	• 1 EDP =
	~50 Cases per year

# 10 year Economic Base Job Creation Estimates

<b>Economic Sector</b>	<b>Jobs</b>	<b>Transactions</b>	<b>Transactions/yr</b>
<b>Back Office</b>	<b>25,000</b>	<b>70</b>	<b>7</b>
Health & Social Services	23,000	1500	150
<b>Visitor Driven</b>	<b>22,400</b>	<b>228</b>	<b>23</b>
<b>Integrated IT and Cyber</b>	<b>16,600</b>	<b>1600</b>	<b>160</b>
<b>Manufacturing</b>	<b>15,000</b>	<b>506</b>	<b>50</b>
Exported Services	15,000	1500	150
Solo-Independent	12,000	12,000	120
Extractives	10,000	250	25
<b>Digital Media</b>	<b>9,100</b>	<b>160</b>	<b>16</b>
Federal Government	8,100	?	?
Agriculture	3,000	186	19
Education Services	2,500	25	3
<b>Emerging Technology</b>	<b>1,000</b>	<b>200</b>	<b>20</b>
Total	162,000		

Interim Jobs Council - September 11th - Roswell, NM			
Factors of Production Review			
COG	Sectors Chosen	Estimated Jobs	FoP Gaps and Barriers
Northwest COG	Integrated IT & Cyber	4,900	Broadband
	Manufacturing	5,500	Broadband, Roads, Qualified Workforce
	Extractives	6,100	Tax and Regulatory, Qualified Workforce, Leadership
North Central COG	Health and Social Services	4,000	Qualified Workforce, Facilities, Leadership
	Exported Services	2,050	Bandwidth and Data Storage, Capital, Qualified Workforce
	Solo-Independent Work	1,750	Tax and Regulatory, Bandwidth and Data Storage, Facilities
Mid-Region COG	Integrated IT & Cyber	8,800	Qualified Workforce, Bandwidth and Data Storage, Sales
	Visitor Driven	13,200	Facilities, Marketing, Qualified Workforce
	Health and Social Services	13,800	Qualified Workforce, Building Inventory, Tax and Regulatory
Eastern Plains COG	Solo-Independent Work	70	Broadband, Qualified Workforce, Housing
	Emerging Technologies	100	Broadband, Qualified Workforce, Sales
	Manufacturing	200	Sales, Qualified Workforce, Water
Southwest COG			
Southeastern COG	Visitor Driven	1,050	Qualified Workforce, Facilities, Leadership
	Manufacturing	545	Transportation, Qualified Workforce, Housing
	Extractives	9,686	Housing, Qualified Workforce, Roads and Drainage
South Central COG	Manufacturing	545	Water, Tax and Regulatory, Land and Building Inventory, Marketing and Sales
	Government	2,000	Qualified Workforce
	Health and Social Services	5,000	Facilities, Qualified Workforce, Tax and Regulatory, Land and Building Inventory, Marketing and Sales

## **State-wide Economic Base Jobs per Economic Sector**

*Legislative Jobs Council Session 3 | Taos, NM | Aug. 8th 2013 10am*

<b>List of General Industry Sectors:</b>	<b>Jobs</b>	<b>Transactions</b>
<b>Back Office Services (Call Centers)</b>	25,000	70
<b>Exported Services</b>	15,000	1,500
<b>Solo - Independent Work</b>	12,000	12,000
<b>Integrated IT &amp; Cyber (Non-Government)</b>	16,000	1600
<b>Digital Media</b>	9,100	160
<b>Visitor Driven</b>	22,400	228
<b>Emerging Technologies (Non-Government)</b>	1,000	200
<b>Manufacturing</b>	15,000	506
<b>Extractives</b>	10,000	250 7
<b>Agriculture, Food, and Forestry</b>	3,000	186
<b>Government</b>	8,100	?
<b>Health and Social Services</b>	23,000	15,000
<b>Education Services</b>	2,500	25
<b>Total</b>	<b>162,100</b>	<b>31,732</b>

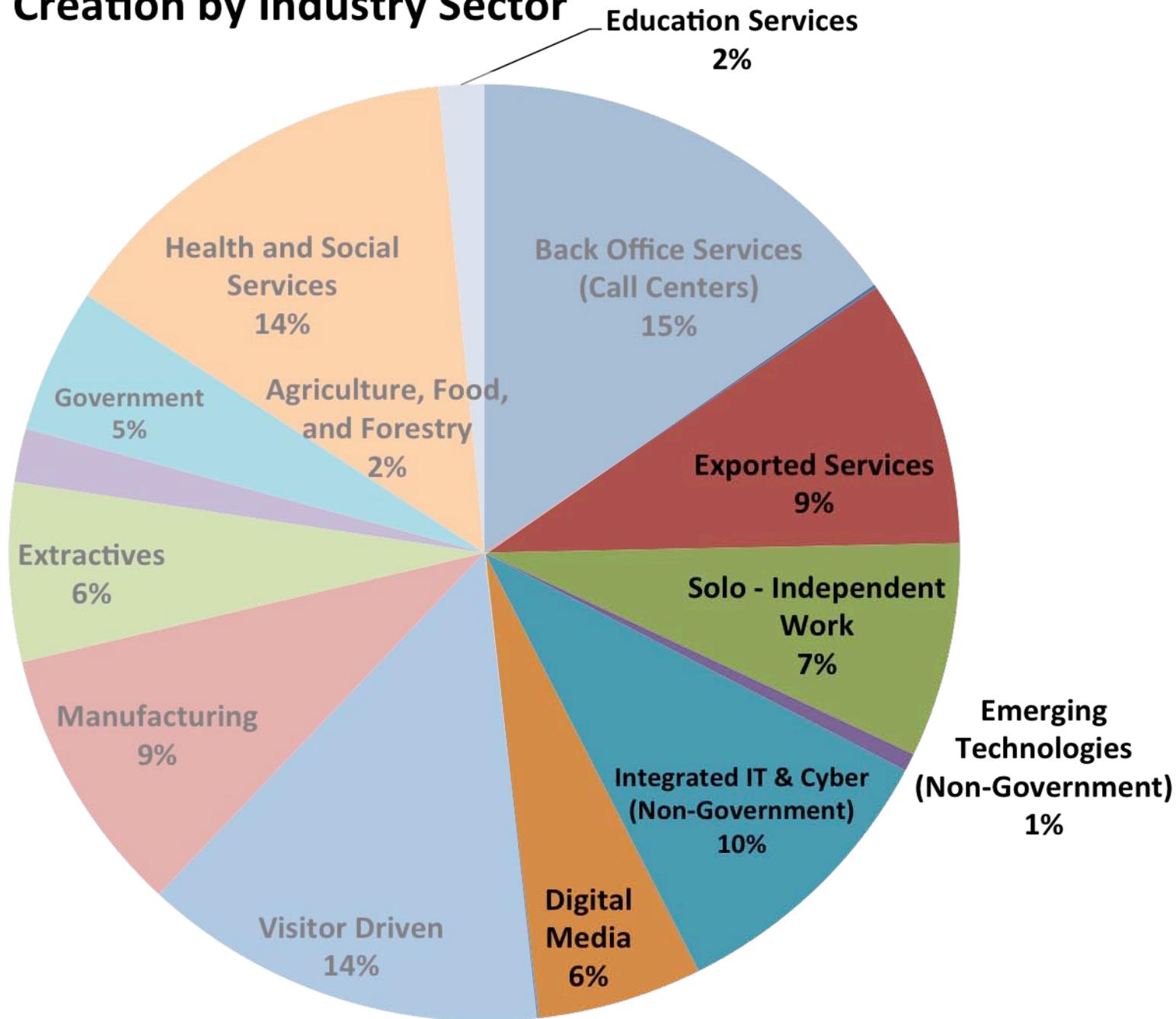
# Worksheet 9

## Legislative Jobs Council - Session 3 and 4 Results

### COG Estimates vs. Statewide Estimates

	<i>Individual COG Estimated Total</i>	<i>Statewide Session Estimate Total</i>	<i>Difference between State and COG Estimates</i>
Back Office Services	13,790	25,000	-11,210
Exported Services	12,750	15,000	-2,250
Solo - Independent Work	11,240	12,000	-760
Integrated IT & Cyber (Non-Gov't)	16,100	16,000	100
Digital Media	7,280	9,100	-1,820
Visitor Driven	26,120	22,400	3,720
Emerging Technologies (Non-Gov't)	2,095	1,000	1,095
Manufacturing	20,995	15,000	5,995
Extractives	17,806	10,000	7,806
Agriculture, Food, and Forestry	5,740	3,000	2,740
Government	10,425	8,100	2,325
Health and Social Services	27,375	23,000	4,375
Education Services	2,560	2,500	60
<b>Total</b>	<b>174,276</b>	<b>162,100</b>	<b>12,176</b>

# 10-Year Job Creation by Industry Sector



# Last Slide

