

ACTION PLAN

Submitted by agency?	Yes
Timeline assigned?	Yes
Responsibility assigned?	Yes

Economic Development Department

In the beginning of the first quarter, EDD had multiple programs in place to assist businesses through the pandemic. This shifted the short-term focus of the Economic Development Department (EDD) toward implementing programs to aid businesses, guiding companies to state and federal financing. Agency programs include a COVID-19 business loan guarantee program, and a LEDA zero percent interest loan program.

Economic Development

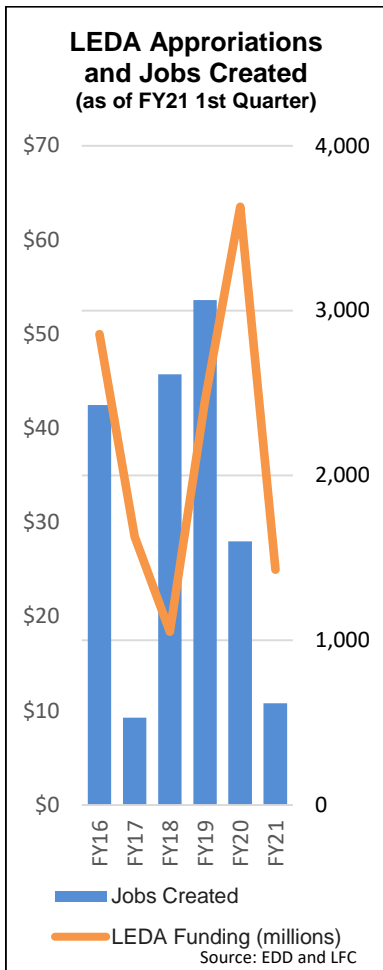
The Economic Development Division awarded four companies \$9.8 million in LEDA funds in the first quarter of FY21 and created 617 jobs. Ascent Aviation Services, will expand to the Roswell Air Center, and was awarded \$4 million for 130 jobs. Sceye, will locate its manufacturing operations in New Mexico (location still being determined) and was awarded \$5 million for 140 jobs. LaSen, an aerial inspection company, will expand its headquarters in Las Cruces and was awarded \$750 thousand for 79 jobs. Rose's Southwest Paper in Albuquerque is expanding and was awarded \$100 thousand for 38 jobs.

The funds matched for these LEDA projects totaled \$95 million, contributing to a 10-to-one ratio of private sector dollars invested per dollar of LEDA funds awarded. EDD created 551 rural jobs in the first quarter. As of November 2021, EDD reported \$21 million in general fund, other state funds, and severance tax bonds as unencumbered.

Overall, \$30 million in private sector reinvestment in MainStreet was reported for the first quarter. There was a \$21 million investment in a mixed housing development in Nob Hill in Albuquerque that accounts for the majority of the private investment being reported in this quarter. An emerging trend has been observed in that many businesses had to retro fit existing spaces to meet mandated changes due to COVID-19, while many other business improvements and investments were spurred on by the inactivity in the districts during the shutdown.

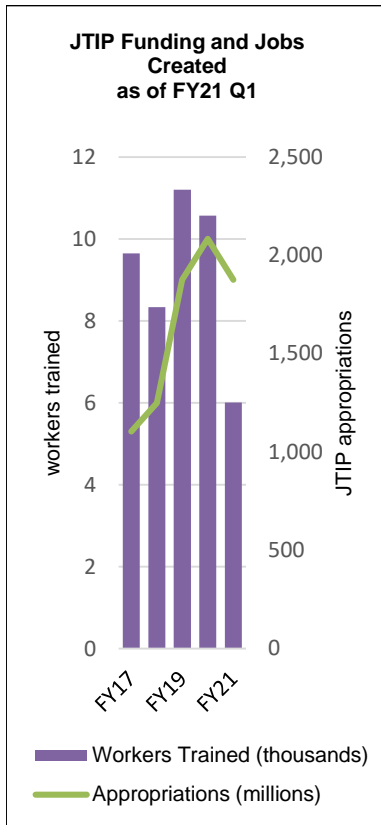
Budget: \$10,277 **FTE:** 25

	FY19	FY20	FY21	FY21	FY20	FY20	
Measure	Actual	Actual	Target	Q1	Q2	Q3	Rating
Jobs created due to economic development department efforts	3,840	2,670	4,000	1,219			G
Rural jobs created	1,376	460	1,320	551			G
Jobs created through business relocations facilitated by the New Mexico partnership	617	812	2,250	0			R
Potential recruitment opportunities submitted by the New Mexico Partnership	53	33	60	10			R
Private sector investment in mainstreet districts, in millions	\$30.7	\$24.57	\$30	\$30.95			G
Number of company visits to New Mexico for projects	New	New	2	0			Y



PERFORMANCE REPORT CARD

Economic Development Department
First Quarter, Fiscal Year 2021



managed by the New Mexico Partnership

Private sector dollars

leveraged by each dollar through Local Economic Development Act

Jobs created through the use of Local Economic Development Act funds

Workers trained by Job Training Incentive Program

32:1	27:1	20:1	10:1
3,586	1,600	3,000	617
2,333	2,202	1,900	1,252

G

Y

G

Y

Program Rating

The Legislature increased recurring appropriations for the Job Training Incentive Program (JTIP) in the FY20 session by \$1 million for a total recurring operating budget of \$5 million. As of November 2021, EDD reported \$9.8 million in JTIP funds were available.

The JTIP board approved 28 businesses in the first quarter, 7 of which were new to the JTIP program. JTIP awards reached a total of \$6.6 million. During the first quarter, 1,269 new jobs were approved at an average wage of \$14.93 per hour. One internship was approved at an average wage of \$20 per hour. Four hundred twenty of the approved jobs were in rural in communities such as Las Vegas, Truth or Consequences, Sunland Park and Clovis. The average wage for jobs approved in rural areas was \$13.71 and 38 of the 420 jobs were high-wage - at least a \$40 thousand annual salary.

New Mexico Film Office

The Covid-19 pandemic brought global film and television production to a standstill in FY20 through almost the end of FY21 Q1. Physical production in New Mexico began to slowly open up in late September 2020, accounting for the low amount of worker days. Direct spending by the film industry reached \$151 million in the first quarter. The number of film and media worker days was almost 127 thousand.

Budget: \$747.1 FTE: 8

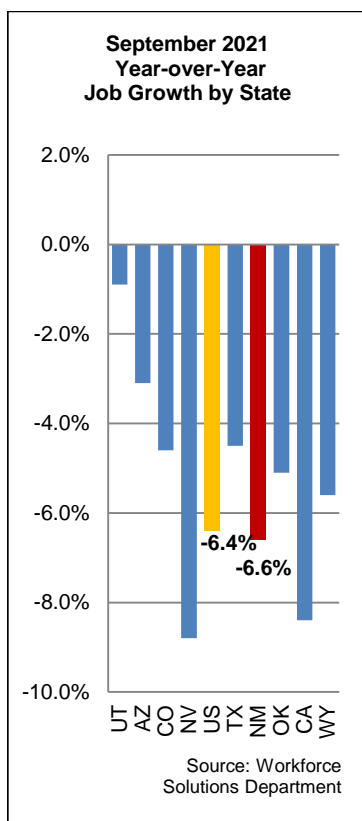
Measure	FY19 Actual	FY20 Actual	FY21 Target	FY21 Q1	FY21 Q2	FY21 Q3	Rating
Direct spending by film industry productions, in millions	\$525.5	\$257.3	\$530	\$151.6			G
Film and media worker days	319,814	266,604	300,000	126,922			G
Direct spending by film industry productions eligible for the additional 5 percent credit in rural areas in millions	New	New	\$20	\$0.2			R

Program Rating

G

Outdoor Recreation

The Outdoor Recreation Division's (ORD) goal is to ensure that all New Mexicans gain from the public health, environmental, and economic benefits of sustainable outdoor recreation. The two-person ORD team focuses on a few key impact areas:



economic development; promotion of outdoor-recreation assets; conservation; and education and public health programs.

During FY21 Q1, the outdoor recreation incubator created by Creative Startups and funded in part by ORD went on a brief hiatus due to Covid-19-induced marketing difficulties. ORD has worked with the nonprofit on new marketing materials and will open this program to entrepreneurs again in late October. This new cohort should generate more jobs and outdoor recreation companies in FY21 Q2. ORD successfully launched the pilot Special Projects and Outdoor Infrastructure grant in summer 2020. The grant saw 50 eligible applications with a total of \$750 thousand in awards distributed.

Budget: \$451.4 **FTE:** 2

Measure	FY19 Actual	FY20 Actual	FY21 Target	FY21 Q1	FY21 Q2	FY21 Q3	Rating
Number of new outdoor recreation jobs created by the outdoor recreation division	New	40	Explanatory	0			N/A
Number of outdoor recreation projects funded or lead by the outdoor recreation division	New	11	Explanatory	0			N/A