



NEW MEXICO LEGISLATIVE JOBS COUNCIL FINAL REPORT

DECEMBER 2015

BACKGROUND

The New Mexico Legislature created the Jobs Council in 2013 to develop a framework and a process to help legislative leaders and key stakeholder interests get clarity and consensus on what it would take to get the state back to pre-recession employment levels.

CONVENERS:

- Senate President Pro Tem Mary Kay Papen
- House Speaker Rep Don Tripp

COUNCIL MEMBERS:

- 31 Legislators from both chambers, both parties, representing every region
- 8 private sector members and
- 6 cabinet secretaries

COMPLETED ACHIEVEMENTS:

- Developed and tested a common framework and process for assessing, planning and measuring state and local job creation efforts.
- Produced the state's first comprehensive job creation needs assessment.
- Proposed several pieces of landmark legislation and passed a \$50,000,000 appropriation for the state's LEDA fund. Legislative initiatives for the 2016 legislative session including a staff augmentation matching grant program are listed toward the end of this report.

UNIQUE ATTRIBUTES OF THE COUNCIL:

- The Council allows non-legislators and executive cabinet secretaries to participate as full voting members.
- It may be the only deliberative body in the state to require unanimous consensus for its agenda, findings and recommendations.
- It is the first to focus exclusively on economic base job creation. (Economic base jobs are those where the products and services produced are paid for by out of state revenue sources.)
- It is the only committee of the legislature that conducts its business by deliberating in a progressive series of day-long, town hall style work sessions attended by a diverse group of public and private stakeholders and subject matter experts.

2015 INTERIM JOBS COUNCIL MEMBERS

VOTING MEMBERS

Rep. Don L. Tripp, Co-Chair
Sen. Mary Kay Papen, Co-Chair
Rep. Roberto "Bobby" J. Gonzales
Rep. Tim D. Lewis
Rep. Sarah Maestas Barnes
Rep. W. Ken Martinez
Sen George K. Munoz
Sen. Michael Padilla
Sen. John C. Ryan
Sen. Mimi Stewart
Sen. Stuart Ingle
Sen. Michael S. Sanchez
Sen. Pat Woods

PUBLIC MEMBERS

Dale Armstrong
Jason Espinoza
Terri L. Cole
Sherman McCorkle
Vicente Alvarado
Eric Witt
Terry Brunner
Alex O. Romero
Beverlee McClure*
Ray M. Baca

CONTRACT TEAM

THE COMMUNITY ECONOMICS LAB | WWW.THECELAB.ORG

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Charles Lehman, *Employment Information Center of NM, LLC*
Paul Hamrick, *Hamrick Enterprise Development, LLC*
Dale Hendrickson, *Correcaminos, LLC*

ADVISORY MEMBERS

Rep. Rick Miera
Rep. Donald E. Bratton
Rep. Patricia A. Lundstrom
Rep David E. Adkins
Rep Alonzo Baldonado
Rep Cathrynn N. Brown
Sen. William F. Burt
Sen. Carlos R. Cisneros
Rep. Kelly K. Fajardo
Rep. Stephanie Garcia Richard
Rep. Bealquin Bill Gomez
Rep. Yvette Herrell
Rep. Conrad James
Rep. Larry A. Larrañaga
Rep. Bill McCamley
Sen. Howie C. Morales
Sen. Steven P. Neville
Rep. Debbie A. Rodella
Rep. Patricia Roybal Caballero
Sen. William P. Soules
Rep. Monica Youngblood

EXECUTIVE MEMBERS

Secretary Jon Barela
Secretary Monique Jacobson
Secretary Tom Clifford
Secretary Jose Z. Garcia
Secretary Celina C. Bussey
Secretary Barbara Damron
Secretary Rebecca Latham

FORMER MEMBERS

Sen. Phil A. Griego
Rep. Mary Helen Garcia
Rep. Thomas C. Taylor
Rep. James P. White

THE COUNCIL'S WORK

Over its three years, the Council conducted 48 day-long deliberations at the state, regional and county levels. The process, developed by the Community Economics Lab, calls for a broad spectrum of stakeholders and subject matter experts to reach unanimous consensus on the key data points that frame the answers to the following questions:

1. How many new economic-base jobs must the state, its 7 regions and 33 counties create over ten years?
2. How many could be created by each job creation program theater?
3. Which factor of production gaps must be cured for those new jobs to materialize?
4. What specific programs, projects, policy changes and initiatives need to be executed to cure the gaps?

This is a summary report of the 2015 Jobs Council. The most recent consensus findings from the Council's field deliberations are entered into an online platform/calculator that produces a comprehensive picture of the economic base needs of every county and region of the state. This data along with detailed reports on the council's past and present work can be found on the Community Economics Lab website: <http://nmjc.thecelab.org>. Agendas and minutes of the Council's formal interim committee meetings can be found at: http://www.nmlegis.gov/lcs/committee_detail.aspx?CommitteeCode=JOBS.

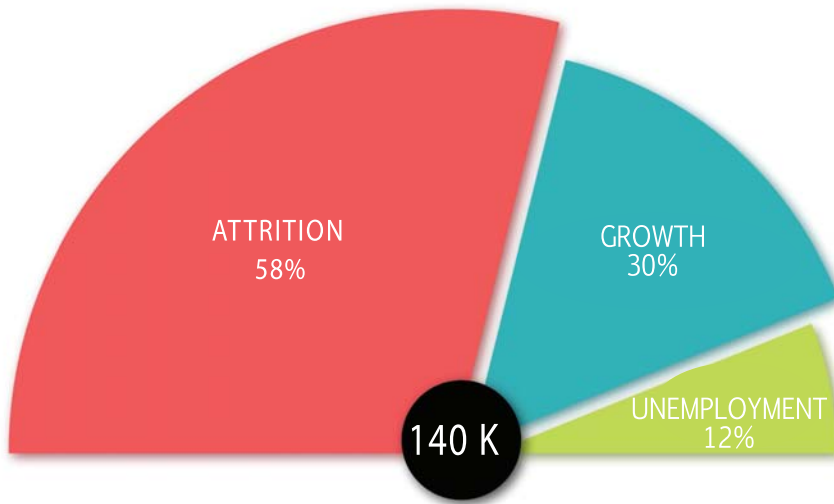
It is important to note that all of the data and conclusions developed have been developed by unanimous consensus of participants and is not the work of the contract team or any outside consultants.

KEY FINDINGS

ECONOMIC BASE JOBS NEEDED:

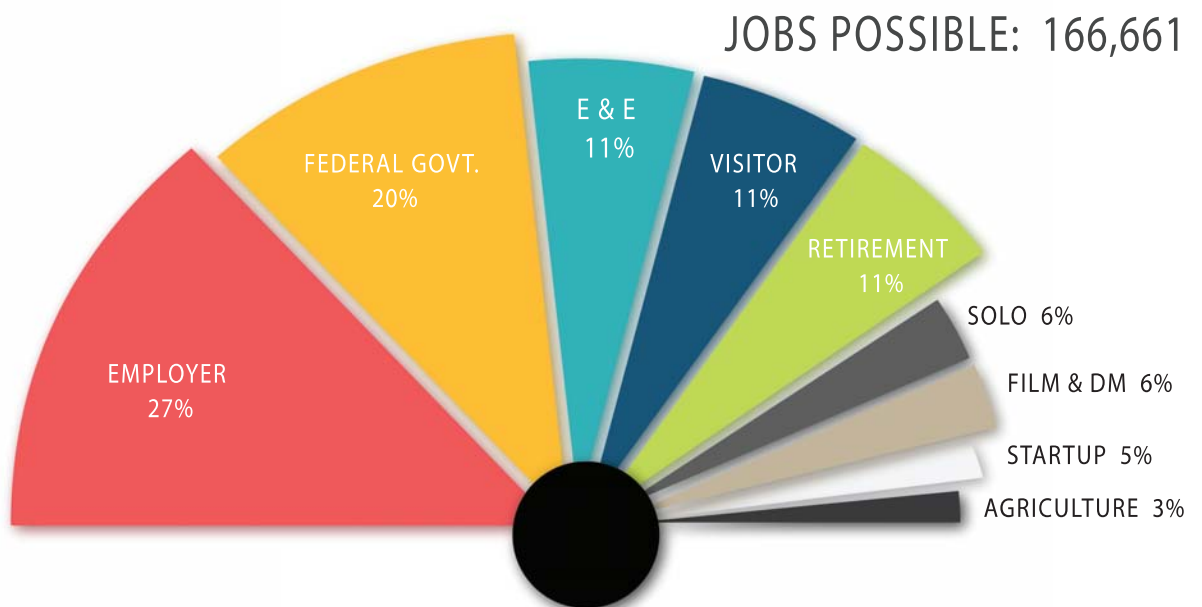
- The state must create 140,000 new economic base jobs in the next ten years just to return to pre-recession employment levels, an average of 14,000 per year.
- The 140,000 were calculated by adding the estimates for the number of economic base jobs that will be lost over the period, plus those needed to close the current unemployment gap and those needed to support additional population.
- Of the 14,000 new jobs annually that must be created, it is estimated that 4,000 would be created organically without any program or policy help.
- The remaining 10,000 per year would then have to come from elevating investment and policy support for new and existing program efforts.
- Stakeholder participants in four of the seven regions estimated they would need substantially more economic base jobs than they estimated they have the potential to create.

JOBS NEEDED: 140,000



POTENTIAL ECONOMIC BASE JOB CREATION:

- The Council has identified and sanctioned 8 basic program theaters or ways community leaders can invest directly in programs and policies that cause the creation of new economic base jobs.
- The current consensus estimate of how many new economic base jobs could be created across the 8 primary program theaters is 166,661. This is 26,971 more than the 139,690 estimated to be needed.
- In addition to the 8 program theaters, the equivalent impact of creating 21,000 new economic base jobs could be achieved by recruiting 21,000 affluent retiree households over the next decade.



JOBS POSSIBLE BY THEATER & REGION

THEATER	NM TOTAL	NW REGION	EP REGION	MID REGION	NC REGION	SE REGION	SW REGION	SC REGION
Employer	49,744	1,850	642	30,400	4,180	6,940	847	4,885
Federal Govt.	38,035	1,510	648	20,700	7,730	1,710	352	5,385
Extractives & Energy	21,089	1,500	226	1,500	800	16,050	501	512
Visitor	21,082	750	445	7,000	7,700	1,680	505	3,002
Solo	11,920	400	40	8,500	2,130	90	320	440
Film & Digital Media	11,281	470	16	10,000	810	45	15	325
Startup	8,771	200	30	5,100	1,230	425	51	1,735
Agriculture	4,739	575	283	600	2,200	275	446	360
E-BASE POTENTIAL JOBS	166,661	6,855	2,330	83,800	26,780	27,215	3,037	16,644

THE OVER AND UNDER:

- NM can no longer rely on the sale of its natural resources and the largess of the federal government to fund state and local government services and create the jobs needed for every citizen to have career quality work.
- The Albuquerque Metro region and the North Central region estimated more job creation potential than would be needed.
- The Southwest region also estimated more job creation potential than would be needed due to the recent spike in oil production in select counties.
- However, in every region, the program capacity and factors of production required for those jobs to materialize does not exist.
- The rest of the regions in the state estimate far fewer economic base jobs than they estimate they need.

	NM TOTAL	NW REGION	EP REGION	MID REGION	NC REGION	SE REGION	SW REGION	SC REGION
Unemployment	17,075	1,539	165	6,504	2,329	684	966	4,889
Growth	42,158	5,299	1,194	15,222	5,116	8,685	928	5,715
Attrition	80,457	9,515	3,388	36,761	10,171	8,150	2,296	10,176
E-BASE JOBS NEEDED	139,690	16,353	4,747	58,487	17,616	17,519	4,189	20,779
E-BASE POTENTIAL JOBS	166,661	6,855	2,330	83,800	26,780	27,215	3,037	16,644
OVER / UNDER	26,971	(9,498)	(2,417)	25,313	9,164	9,696	(1,152)	(4,135)

PROGRAM THEATER ASSESSMENTS & IMPLICATIONS

EMPLOYER AND FEDERAL GOVERNMENT THEATERS

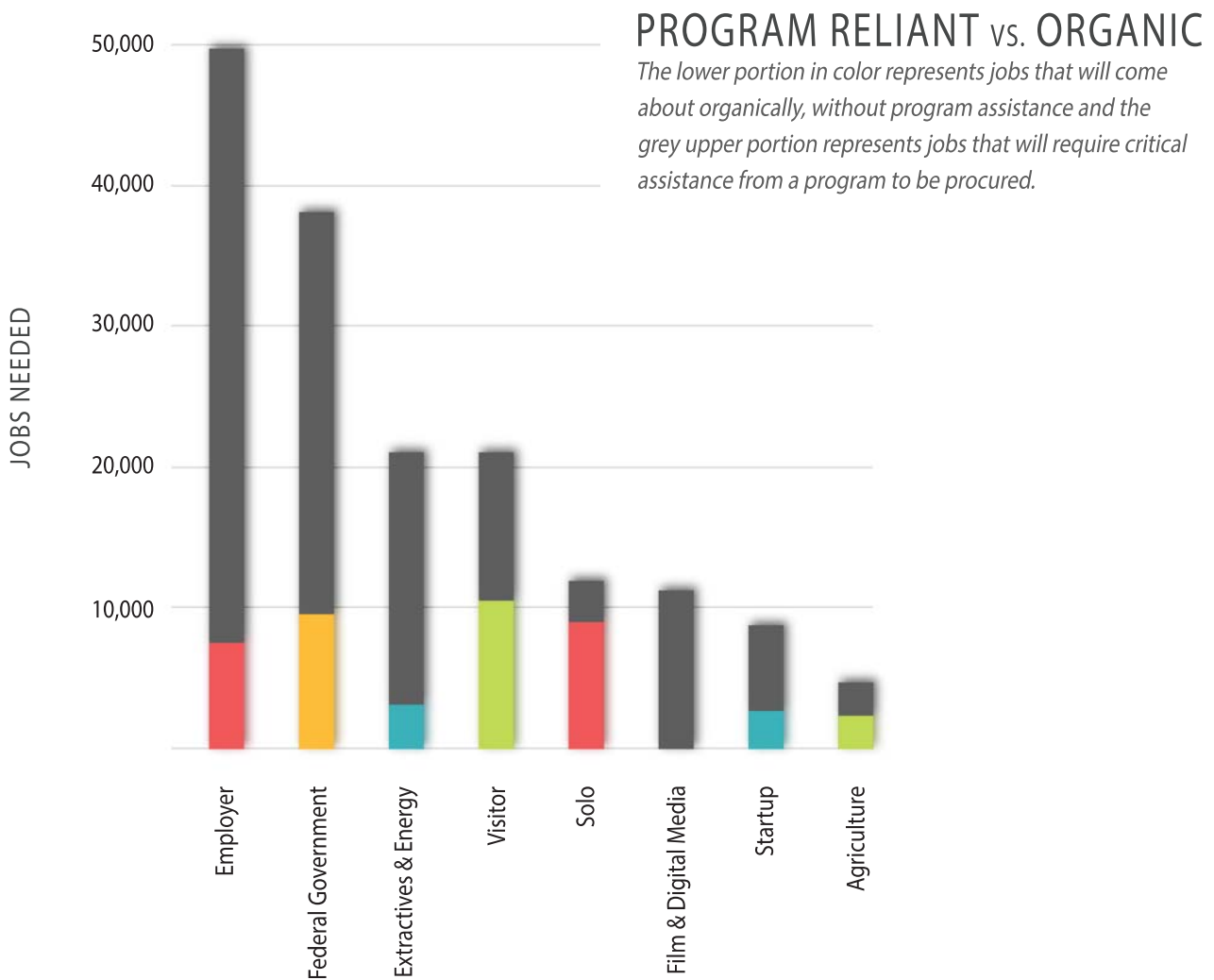
These theaters account for over half of the state’s economic base job creation potential over the next ten years.

Implications: Despite the fact that their respective market share of the state’s economic base and the ROI of program efforts have probably peaked, the state has no practical alternative but to increase investment in these two theaters at the state and local levels.

FILM AND VISITOR THEATERS

These theaters could account for as much as 20% of the new jobs needed and have arguably the strongest programs with the clearest causal connection between program and policy investment and job production. Implications:

Continuous incremental increases are required if they are to add any new economic base jobs over the next ten years.



THE START-UP AND SOLOWORK THEATERS

These theaters are thought to be the two theaters that will drive economic base growth in the 21st Century. However, together they are likely to generate less than 12% of the total economic base jobs needed. Implications: Program efforts need more development, a stronger focus on economic base job creation and more investment and policy support.

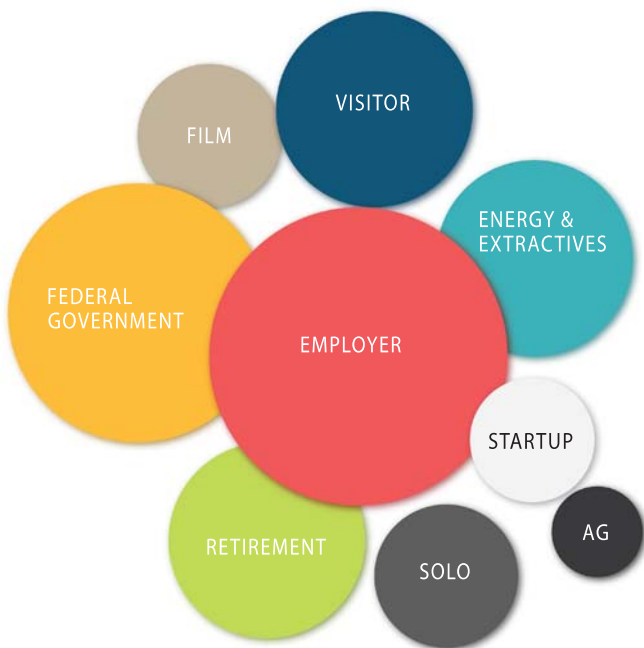
AGRICULTURE & EXTRACTIVES AND ENERGY THEATERS

These theaters account for as much as 16% of the state's potential for new economic base jobs and are still the dominant economic base theaters for most of the rural regions of the state. Job creation, especially in the Extractives and Energy Theater, is constrained by regional shortages of qualified workers, caused by a shortage of workforce housing and infrastructure. Implications: Increasing investment in program and policy efforts directed at curing these factors of production gaps should be the focus of these sectors.

RETIREE RECRUITING AND IMPORT SUBSTITUTION THEATERS

These theaters are technical outliers to the formal program mix of economic base job creation programs in the sense they do not technically generate new economic base jobs. However, they could have a major impact on the economic base and the creation of new non-economic base jobs over the next decade. Implications: Investment and policy support for these two theaters will be required for many regions of the state to meet their job creation goals.

The state is not in a position to be selective. Investment and policy support must be systematically increased for each program theater if full employment is to be reached.

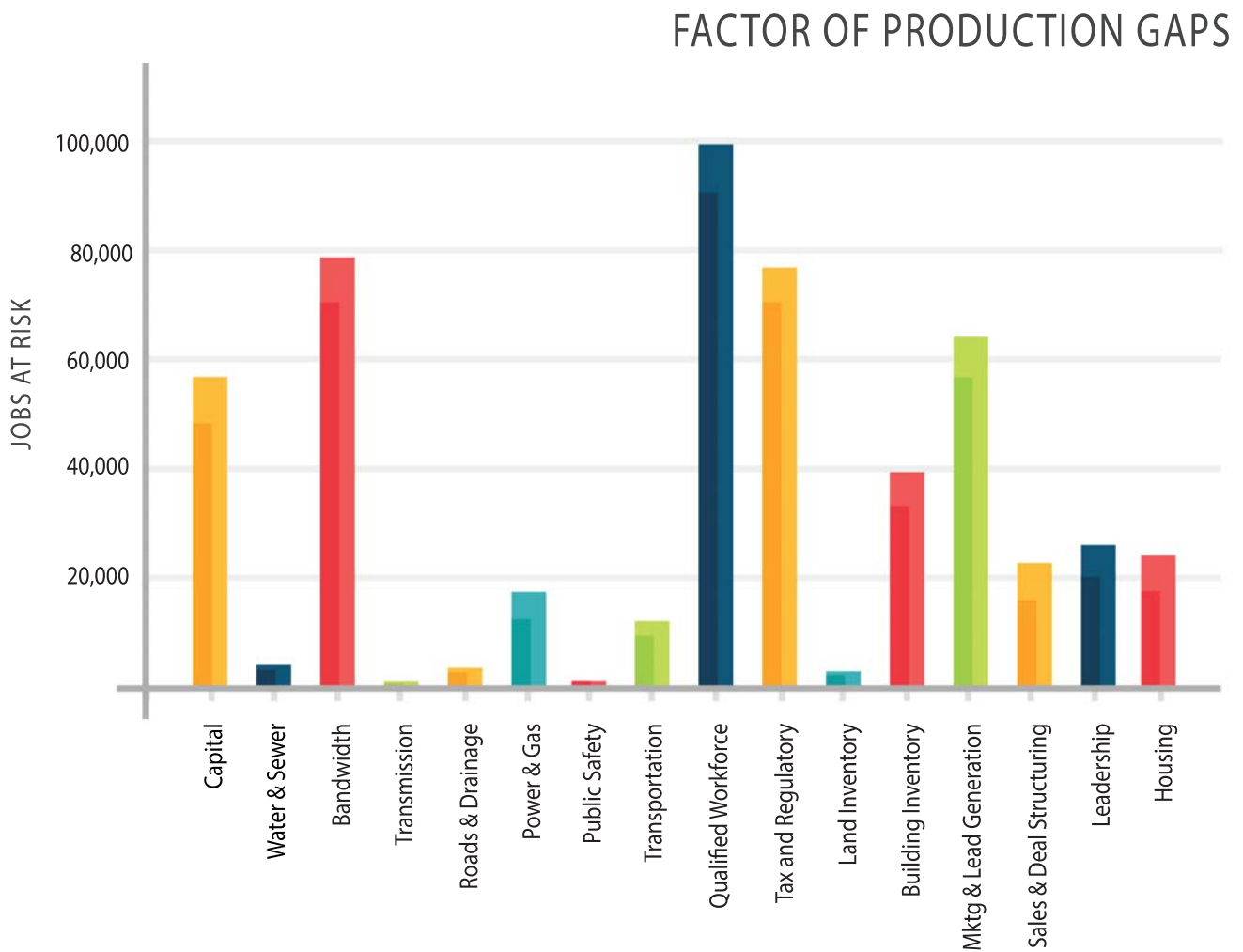


FACTOR OF PRODUCTION CURES

Factor of production gaps are the capacity and competitive issues that will constrain the creation of the economic base jobs that need to be created. The factor of production gaps impeding economic base job creation vary widely depending on the specific program theater and location.

Before prescriptive solutions for any factor of production gap cure can be written, a nuanced understanding of the nature and scope of the gap and its potential solutions is required.

The Council found that in the majority of cases there has not been enough assessment and planning done at the local level to write prescriptive legislative or policy solutions. This level of understanding is unlikely to be achieved without a major increase in local job creation planning.



MARKETING AND SALES APPARATUS DEFICIENCIES:

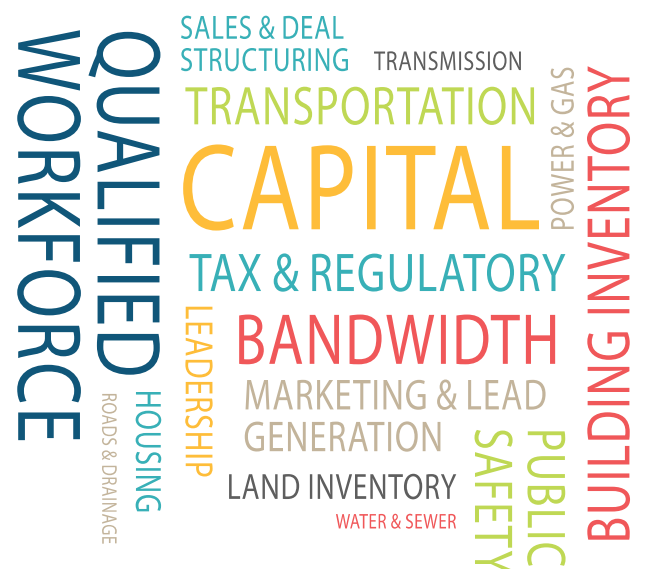
- The Council found that, outside of the major urban areas, local economic development organizations (EDOs) are responsible for the community's job creation efforts in multiple theaters such as the Employer, Federal Government, Agriculture and Extractive and Energy. This means that the state's local EDOs are responsible for as much as 75% of all the economic base jobs that need will need to be created in the next ten years. With minor exceptions the state's local EDOs are grossly underfunded and understaffed for this effort.
- It is important to note that to achieve an average of 14,000 new economic base jobs per year over the next ten years, the state will have to build the state's marketing and sales system capacity well beyond the projected average in order to compensate for below average production during the years it will take to get programs ramped up.
- The Visitor theater will require regular incremental increases in marketing to add new jobs and the state will need to find a way to increase the Film Rebate Program if additional economic base jobs are to be added in that theater.

LEGISLATIVE RECOMMENDATIONS:

1. Maintain LEDA closing fund at \$50 million.
2. Increase the marketing budget of the NM Partnership by \$2 million.
3. Fund a post-performance Coop Marketing program to create a state brand and reward local EDOs for generating their own job creation prospects at \$2 million.
4. Fund a staff augmentation program to match local investment in professional staffing at \$2.25 million over three years.
5. Fund an increase in tourism advertising of \$4.7 million.

REAL ESTATE, INFRASTRUCTURE AND CAPITAL DEFICIENCIES:

- The lack of suitable real estate inventory is documented as the reason 41% of the NM Partnership's prospects do not make it to the goal line.
- It is estimated that the lack of adequate Internet access jeopardizes up to half of the economic base jobs the state will need.
- A structural shortage of debt and equity capital is the major long-term impediment to the Startup Theater.
- Major transportation and transmission infrastructure projects will be critical to expansion of the Extractive and Energy Theater.



LEGISLATIVE RECOMMENDATIONS:

1. Broadband planning and rural priority construction initiative for \$950,000.
2. Rural infrastructure tax credit.

QUALIFIED WORKERS, WORKFORCE HOUSING DEFICIENCIES:

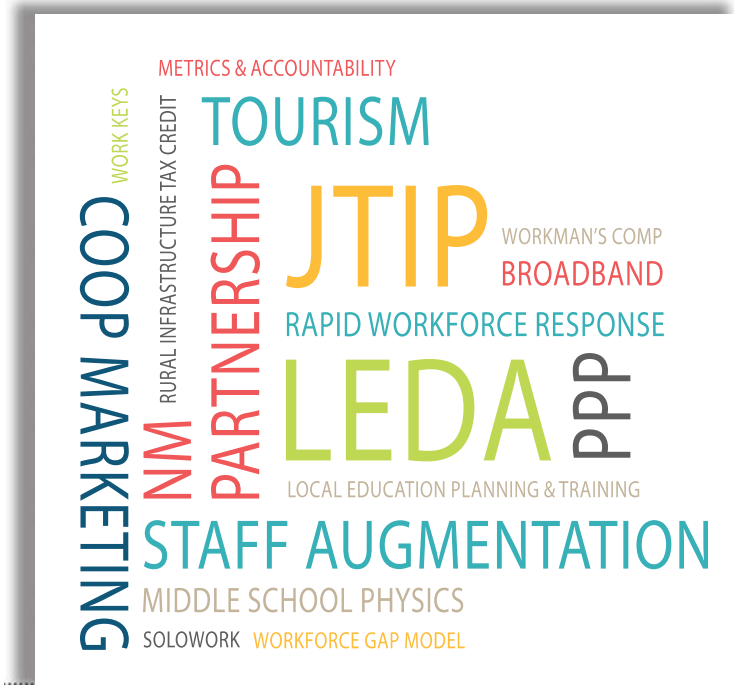
- Despite stubbornly high unemployment, the biggest constraint for new economic base growth in almost every community in the state is the lack of qualified workers.
- In the Southeast Region of the state, workforce housing is the single biggest barrier preventing the creation of new economic base jobs.
- It is extremely difficult to develop specific actionable solutions for a problem in the short or mid term without a determination of how many workers with what skills will be needed.

LEGISLATIVE RECOMMENDATIONS:

1. Increase JTIP funding for \$10 million.
2. Rapid Workforce Deployment Program for \$1.25 million.
3. Middle school physics pilot \$250,000.
4. Workforce Gap Prediction Model completion for \$125,000.
5. WorkKeys assessment for \$35,000.
6. Tourism Hospitality training program \$300,000.
7. Solowork startup, expansion and recruiting pilot program for \$500,000.
8. NMSU Stem E program.

LEADERSHIP, PLANNING AND BUSINESS CLIMATE

- The greatest impediment to creating the economic base jobs New Mexico needs in the next ten years is the lack of rigorous metrics and accountability system for economic base job creation.
- Without an accountability system, there is no incentive for local communities to do the depth of planning required.
- Without more rigorous plans and reporting at the local level, it will be difficult to attract the required scale increases in investment and policy support.



- Without much more rigorous planning and accountability at the local level, the Council will have an increasingly difficult time developing the nuanced understanding of the factor of production gaps to write prescriptive solutions.

LEGISLATIVE RECOMMENDATIONS:

1. An Accountability Act to clarify and standardize the terms, metrics and reporting protocols for state and local job-creation program efforts for \$150,000.
2. A local education and planning fund to match private and local funding for a county level education program to accompany and support continuous refinement of the Council's assessment data and development of more rigorous planning and reporting protocols for job creation for \$200,000.
3. Continue the Jobs Council process, expanding it to include the assessment of the workforce needs of the state.

CONCLUSIONS

1. NM can no longer rely on the sale of its natural resources and the largess of the federal government to fund state and local government services and create career quality jobs for every citizen who needs one.
2. This report is the first comprehensive assessment of the jobs needs of the state, its regions and counties. It is also the first time all major sources of new economic base jobs have been included in an assessment.
3. Creating 140,000 new economic base jobs over the next ten years is a daunting task, but it is one everyone involved believes can be achieved.
4. The process proved, to everyone who participated, that a diverse group of stakeholders with competing interests can reach clarity and consensus on the dimensions of the state's job creation predicament - its potential and critical factor of production gaps.
5. The recommendations reported here are just the beginning of what will have to be a massive but gradual escalation of investment across all the major job creation theaters and their respective factor of production gaps.
6. Scaling this effort will require a much more rigorous accountability system.

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THEATER SUMMARY

THEATER	DEFINITION	ORGANIZATION	FOP GAPS	ACTION REQ.
EMPLOYER 49,744 potential jobs	Focused on procuring economic base jobs by attracting new companies and helping existing companies survive and grow. Jobs in this theater take place in commercial office and industrial facilities, and the employees are hired as W2 employees. <i>Economic Sectors:</i> Back Office, Exported Services, Manufacturing, IT/Cyber	Underfunded and understaffed, strong e-base focus, weak local planning, moderate metrics	Workforce, Marketing/Sales, RE	Staff Augmentation, Co-op Marketing, Incentive Support
FEDERAL GOVT. 38,035 potential jobs	Increasing the number of jobs paid for by the federal government. This includes general schedule (GS) jobs, private sector federal contractor jobs, jobs generated by federal grants and loans, and jobs in healthcare and higher education created as a result of expansion of federal funds and programs. <i>Economic Sectors:</i> Healthcare, Higher Education, Federal Government	Limited activity, Unorganized, e-base focus is assumed, weak local planning, metrics TBD	Marketing/Sales, Tax and Reg. Climate, Real Estate	Matching funds for EPSCoR
ENERGY & EXTRCTVS 21,089 potential jobs	Creating jobs in two primary areas of the export economy: the extraction and processing of raw materials from the land for export and the production and transmission of energy for export out of the state. <i>Economic Sectors:</i> Energy & Extractives	Active but unorganized, strong e-base focus, moderate local planning, assumed metrics	Housing, Workforce, Transportation, Transmission	None at this time
VISITOR 21,082 potential jobs	Jobs with salaries paid from the local sale of goods and services to visitors from out-of-state. Although most job creation activities in this theater fall can be defined as tourism -- any journey for business or pleasure more than 50 miles outside your community in which you spend more than one night away from home -- the JLC process would exclude journeys for business or pleasure by New Mexico residents.	Well organized, strong e-base focus, moderate local planning, strong metrics	Marketing/Sales, Tax and Reg. Climate	Increase tourism marketing budget
SOLOWORK 11,920 potential jobs	A solo economic base worker performs work full time from a home office, workshop, studio or mobile platform. While they may work for a corporation, they do not work in a centralized workplace. They must also be a resident of the state and a taxpayer. The qualifier for economic base is that a job brings in 51% or more revenue from out of state. The level of income generated by a solo economic base worker should exceed 200% of the federal poverty rate.	No Program	Program Development, Tax & Regulatory, Broadband	Solo Pilot, Broadband
FILM/DIGITAL MEDIA 11,281 potential jobs	Recruiting and developing the production of feature films, independent films, television, regional and national commercials, documentaries, animation, video games, webisodes, mobile applications and post production work intended for commercial exploitation and exhibitions out of state.	Well organized, strong e-base focus, strong local planning, moderate metrics	Capital, (Real Estate)	Incremental Increase in State Rebate program
STARTUP 8,771 potential jobs	The focus of this theater is entrepreneurs. The mission is helping community members turn their business ideas into enterprises with economic-base employees. Program activities: Increasing rate and quality of ideas, innovation and IP that can be converted, conversion of ideas into viable enterprises, helping them grow. <i>Economic Sectors:</i> Emerging Tech	Active, Growing but unorganized, weak in all areas	Capital, Tax and Regulatory	Capital Gains reduction, Rollover investment tax break, Reduce tax on out of state investment
AGRICULTURE 4,739 potential jobs	Procuring economic base jobs by attracting, expanding and creating enterprises that grow, process and distribute food and fiber.	Active but unorganized, assumed e-base focus, weak local planning, metrics TBD	Natural Resources, Workforce, Tax & Regulatory	Right to Farm
RETIREMENT -21,000 potential jobs	Recruiting economic-base retirees who have a combination of net worth and retirement income in excess of 200% of the federal poverty guidelines. Because their investment and retirement income are from outside the state, they will have the same impact on the local and state economy as the creation of a new economic base job.	Unorganized but programmable	Program Development, Tax & Regulatory, Marketing/Sales	Broadband
IMPORT SUBSTITUTION	Leakage prevention. New induced non-economic base jobs can be added to a regional economy by expanding or developing new local product and service providers that allow local non-economic base businesses and residents to spend their money locally instead of outside the region. New induced jobs are additive to the economy as long as the economic base is growing and the new induced jobs being created do not result in destruction of existing jobs or enterprises.	Unorganized but programmable	TBD	TBD

2015 LEGISLATIVE RECOMMENDATIONS DIGEST

COUNCIL LEGISLATION

INITIATIVE	DESCRIPTION / PURPOSE	ACTION
<p>ECONOMIC DEVELOPMENT GRANT FUND (STAFF AUGMENTATION)</p> <p>\$2.25 Million Appropriation for FYs 2017-2019</p>	<p>Fund provides matching state grant funds to regional and local economic development organizations to hire professionals to expand job creation in their area.</p>	BILL DRAFTED
<p>BROADBAND INFRASTRUCTURE NEEDS & SOLUTIONS FUNDING</p> <p>\$950,000 Appropriation</p>	<p>Conduct a comprehensive study and report on available assets, capabilities and gaps, design and engineering needs, gap solutions, necessary funding sources, etc., needed to erase the competitive disadvantage of current broadband inadequacies across the state. Complete broadband infrastructure upgrades at high priority rural locations.</p>	BILL DRAFTED
<p>NEW MEXICO PARTNERSHIP FUNDING</p> <p>\$2 Million Appropriation</p>	<p>Increase marketing and case management for major economic base job creation projects. Provide additional funding of the New Mexico Economic Development Corporation (New Mexico Partnership) in order to increase marketing and business development of the state to attract and expand additional economic base employers. It is recommended the Partnership receive funding through the New Mexico Economic Development Department to improve the Partnership's multi-faceted marketing program, which has been developed and carried out in a cooperative effort with community and regional economic development organizations throughout the state.</p>	HB 2, BILL DRAFTED
<p>SOLO WORK PROGRAM FUNDING</p> <p>Establish Program and \$500,000 Appropriation</p>	<p>Develop a new statewide program approach for creating economic base jobs. Establishes a new economic base job creation program focused on solo and independent workers. The matching fund would be used to create a minimum of two local pilot programs, one rural and one urban or suburban. Solo and independent work, aside from being one of the fastest growing sectors in the New Mexico economy, may be the only opportunity available to many of the state's rural communities to create economic base jobs.</p>	BILL UPDATED
<p>CO-OP MARKETING FUNDING</p> <p>\$2 Million Appropriation</p>	<p>Re-build the pipeline of prospective economic base job creation project opportunities. Funds the New Mexico Economic Development Department to match regional and local efforts to generate qualified economic base business leads for target industries. Administered through the Certified Cities Program, any community with a viable strategy and procuring agent for generating economic base jobs is eligible for matching funds.</p>	BILL DRAFTED
<p>METRICS AND ACCOUNTABILITY</p> <p>\$150,000 Appropriation</p>	<p>Establish program for ongoing collection and reporting of economic base jobs, standardize and report incentives, and calculate project ROI.</p>	BILL DRAFTED

COUNCIL LEGISLATION (CONT.)

INITIATIVE	DESCRIPTION / PURPOSE	ACTION
<p>LOCAL JOB CREATION EDUCATION & PLANNING</p> <p>\$200,000 Appropriation</p>	<p>Making an appropriation to establish and implement a local education, training and planning program to help local governments assess plan and coordinate their local economic base job creation effort in concert with the jobs council framework.</p>	<p>BILL BEING DRAFTED</p>
<p>WORKFORCE GAP ANALYSIS FUNDING</p> <p>\$125,000 Appropriation</p>	<p>Analyze statewide workforce needs. Conduct analysis of current and future workforce needs through the study of job openings, employer surveys and focus groups, WorkKeys and O*Net data, as well as from data in available forecasting models. Workforce being the key factor of production in advancing New Mexico's economy, understanding of areas of worker and skill shortages will be vital.</p>	<p>BILL UPDATED</p>
<p>MIDDLE SCHOOL PHYSICS PILOTS</p> <p>Establish Program and \$250,000 Appropriation</p>	<p>Better prepare students for the future New Mexico workforce. The bill appropriates \$250,000 to fund a pilot for a middle school physics program developed by See the Change USA a 501(c) (3) to conduct a three-year pilot program in five of the poorest performing middle schools around the state. The program requires a one time \$50,000 fee for the curriculum modules and teacher training. This program will assist New Mexico communities in helping them produce local workforce with the skillsets needed to sustain their economies in the future.</p>	<p>BILL UPDATED</p>
<p>WORKKEYS PROGRAM FUNDING</p> <p>\$35,000 Appropriation</p>	<p>Support NMDWS program of assessing job applicants to determine their mathematics and reading skills necessary to successfully accomplish occupational work requirement.</p>	<p>BILL DRAFTED</p>

COUNCIL SUPPORTED LEGISLATION

INITIATIVE	DESCRIPTION / PURPOSE	ACTION
JOB TRAINING INCENTIVE PROGRAM (JTIP) FUNDING \$10 Million Nonreverting Appropriation	Expand the scope of the existing training program Enhance current on-the-job training programs for newly hired New Mexico residents to better supply the needs of the target sectors of the New Mexico economy.	SUPPORT EDD REQUEST
LOCAL ECONOMIC DEVELOPMENT ACT (LEDA) FUNDING Maintain at \$50 Million Passed in 2014	Increase scale of closing resources for major economic base job creation projects. Increase funding of the existing LEDA program to keep New Mexico competitive in terms of available closing funds to land major economic development projects.	NO NEW FUNDS REQUESTED FOR 2015. WILL NEED REPLENISHMENT AS FUNDS ARE DRAWN.
RAPID WORKFORCE DEPLOYMENT \$1.25 Million Appropriation	Establish community college program to provide immediate training for workers needed by new or expanding companies.	SUPPORT HIGHER EDUCATION LEGISLATION
PUBLIC PRIVATE LEGISLATION	Provide legal means for public and private sectors to work together on broadband and other appropriate initiatives.	SUPPORT LEGISLATION
TOURISM DEPARTMENT MARKETING FUNDING \$4.7 Million Appropriation	Expand the marketing and promotion of New Mexico as a tourism destination.	SUPPORT TOURISM LEGISLATION
HOSPITALITY TRAINING \$300,000 Appropriation	Funding to train front line hospitality workers in the tourism industry to help promote local tourist spending.	SUPPORT HOSPITALITY ASSOCIATION
NMSU STEM PROGRAM FUNDING \$408,000 Appropriation	Support a STEM entrepreneurship and diversity outreach and retention program.	SUPPORT NMSU
RURAL INFRASTRUCTURE TAX CREDIT	Tax credit for designated sector and projects.	SUPPORT LEGISLATION
SCENIC BYWAYS PROGRAM \$500,000 Appropriation	Promotion of area attractions.	SUPPORT TOURISM LEGISLATION
TECHNOLOGY MATURATION \$2.5 Million Appropriation Every Year for 5 Years	Facilitate tech transfer from national laboratories to small businesses.	SUPPORT LEGISLATION
WORKERS COMPENSATION EVALUATION \$500,000 Appropriation	Evaluation of various program aspects.	SUPPORT LEGISLATION