

Legislative Jobs Council



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Cabinet Secretary
NMEDD
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Some Good News

- ▶ Last summer **CNBC** ranked New Mexico 24th top state for business
 - ▶ Up from 37th and a tie for the biggest jump in the country
- ▶ **CEO Magazine** added New Mexico to its **Biggest Gains of 2016** list
 - ▶ Jumping from 36th to 32nd on their annual **Best States for Business** ranking
- ▶ April was Albuquerque's best month for job growth since 2007

Program Success and Metrics

- ▶ JTIP FY 2015 exceeded all metrics
 - ▶ 1,894 workers trained
 - ▶ 89% of JTIP workers still employed in New Mexico one year later; 73% with the same employer
 - ▶ 82% of workers increased their average wage; 61% of those have increased wages of more than 10%
 - ▶ Average Wage = \$17.67
 - ▶ 59 businesses assisted
- ▶ FY 2016 exceeded FY 2015 metrics
 - ▶ 2,238 workers trained
 - ▶ Average Wage = \$18.04
 - ▶ 60 businesses assisted; 43% manufacturing

LEDA

LEDA 2016	
Projects funded	25
Dollars committed	\$15,658,436
Projected jobs	2,200
Pipeline:	
Projects	18
Requested amount	\$50,000,000
Jobs projected	3,800

- ▶ 48% of FY 15-FY 16 projects were rural
- ▶ Exceeded its leveraged private sector dollar metric at 10 to 1

MainStreet

- ▶ Nationally Recognized Program
 - ▶ FY 2015 MainStreet exceeded all its metrics
 - ▶ FY 2016
 - ▶ NMMS served 53 programs, projects and initiatives
 - ▶ Downtown MS Districts leveraged \$20,608,641 in private reinvestment
 - ▶ MS Districts supported 248 private building rehabs, 548 net new jobs
 - ▶ 8 Historic Theaters, adding \$84,000 in state & local revenue and \$950,000 in expenditures
 - ▶ 8 ACDs created 23 new Creative Enterprise Start Ups

Office of Science and Technology

- ▶ Three Priorities
 - ▶ Organize and launch the Technology Research Collaborative
 - ▶ Market New Mexico's research capacity more aggressively
 - ▶ \$20 million Catalyst Fund - will provide early stage investments in NM funds to commercialize local start up companies
 - ▶ Governor Martinez awarded \$300,000 to 6 start up companies working with our research universities to move their technologies to market
 - ▶ Leverage assets to recruit and grow advanced manufacturing
 - ▶ Website will include technology commercialization success stories as well as important new technologies developed here
 - ▶ A Strong State Science and Technology Plan
 - ▶ Manage a \$1.4 million federal grant to help communities "adjust" to changes in defense spending - goal to ensure the supply chain increases commercial contracts to offset federal cuts and diversify the economy

Film Office

- ▶ Estimate that in FY17, The Film Office will hit the half billion direct spends mark for feature and television production in New Mexico.

FY 16 Metric	FY 16 Target	FY 16 Result
Worker Days	190,000	260,000
Projects	61	63
Direct Spends	\$200 million	\$387.2 million

International Trade

- ▶ New Mexico exports in 2015 (most recent statistics) were stable at \$3.772 billion
- ▶ Mexico remained the state's top export market accounting for \$1.683 billion in 2015, up from \$1.549 billion in 2014 as increased border infrastructure investment in the Santa Teresa Borderplex area continues to drive export expansion and job creation.
- ▶ Top exports from New Mexico include computer products and processors, aviation equipment including parts, components, avionic instrumentation; analytical and scientific instruments; processed dairy products primarily whey products for human and animal consumption; commercial machinery.
- ▶ NM companies now export products produced in the state to over 239 countries abroad.
- ▶ The SBA State Trade and Export Program (STEP) Grant and has assisted over **75 qualified**, small and midsize NM companies to participate in industry specific trade shows to find market representation abroad and generating over **\$3 million in sales** since its inception
- ▶ The NM Economic Development Department sponsors export training programs including seminars and workshops focusing on the mechanics of exporting and also featuring specific markets for NM products.

Borderplex

- ▶ Booming Borderplex: Overweight cargo zone; new industrial space; Trade Support GRT; Bi-National Community
 - ▶ 20+ Logistics companies have relocated or expanded in FY14-FY16
 - ▶ Fedex Ground expansion in May 2016
 - ▶ Governor Martinez and Secretary Barela cut the ribbon at MCS Industries in Santa Teresa on May 19th
 - ▶ And opened West Mesa Industrial Park on the same day, the latest business park in the Borderplex
 - ▶ Overweight Cargo Zone doubled to 12 miles in 2015 Legislative Session
 - ▶ Increased service hours at Santa Teresa POE (6 AM to Midnight)
 - ▶ Santa Teresa International Rail Study

2017 Legislative Session

- ▶ Continue to work with the Legislative Jobs Council as it develops initiatives
- ▶ Department Priorities
 - ▶ JTIP at \$10 million
 - ▶ LEDA continuation
 - ▶ Increased funding for NM Partnership
 - ▶ Department budget back to FY 16 levels
 - ▶ Rural Development Initiatives
 - ▶ Historic Theatres
 - ▶ Community Kitchens
 - ▶ Incubator Support
 - ▶ MainStreet funding restored at \$1.25 million
 - ▶ Enterprise Zones (state level designation)

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THANK YOU

QUESTIONS?