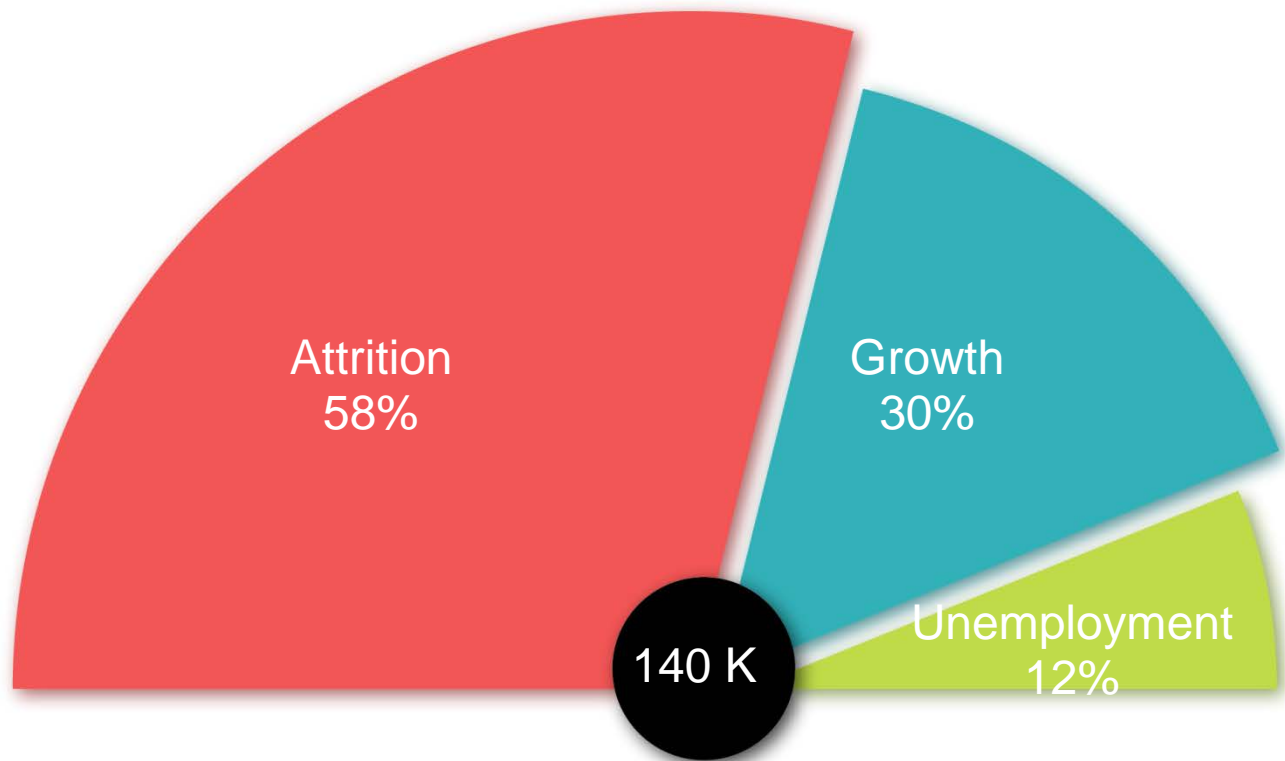


## THEATER MATRIX

PROGRAM THEATER	Definition	E-Base Jobs to be Created	program reliant	Organic	Major Factor of production Gaps	Legislative Solutions
SOLO	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. <b>Sectors Included: All industry and service sectors, commuters to out of state jobs</b>	11,920	2,980	8,940	- No Program/plan - No state brand - Broadband - Business Services - GRT	- Solo Pilot Program - Broadband
STARTUP	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. <b>Sectors Included: All industry and economic sectors</b>	8,771	6,140	2,631	- Lack of Venture Capital - Broadband - Qualified Labor - Too much focus on tech transfer - Low awareness of existing services - Lack of leadership/planning	- Incubator Demand Gauge - Angel Investor Tax Credit - SIC Aid - Capital Gains Reduction - Tax and Revenue Data Sharing - Return to Sender Tax Credit - Tax Break on Rollover Investment
VISITOR	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 IJC process would exclude journeys for business or pleasure by New Mexico residents. <b>Sectors Included: Hotel, Hospitality, Food and Beverage, Transportation, Events</b>	21,082	10,541	10,541	- Limited Data - Low repeat visits - Low promotion of attractions - Poor local representation - No 5 star resorts - Nonstop flights - Highway access - Broadband - Cell service - Hospitality training - Insufficient product improvement - No local planning	- Tourism Incubator - Tourism Event Marketing - Private Match for Marketing - Charging Stations - Digital Presence - Trucker Advertising - Cell Service Improvement - Hospitality Training - Hospitality Education programs - Tourism and DoL Collaboration - Liquor License Stock Split - B&B Taxation
EMPLOYER	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. <b>Sectors Included: Back Office, Exported Services, Integrated IT/Cyber, Manufacturing</b>	49,744	42,282	7,462	- Accountability System - Staff Shortage - Building shortage - Housing Shortage - Lack of planning/accountability	- Accountability Act - EDO Staff Augmentation - EDO Marketing Funds - Property tax abatement - Deregulate local LEDA - Housing and finance solution
FILM/DIGITAL MEDIA	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. <b>Sectors Included: TV Series, Video Games, Feature Film Production</b>	11,281	11,281	-	- Marketing Capacity - Incentive Capacity - Broadband - Qualified Labor - Lack of Planning	- NMFO Staff Increase - Game Incubator/Accelerator - Incentive Investment - Stand-Alone Finance Program - Raise Incentive Cap - Site Selection Guidelines
FEDERAL GOV'T	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. <b>Sectors Included: Federal Government, Health and Social Services, Higher Education</b>	38,035	28,526	9,509	- No Program/planning - No mapping - Transportation - Housing Shortage - Gross receipts tax	- Map Job Levels - Stand Alone Fund - Healthcare Construction - Student Debt Forgiveness - Office of Federal Entrepreneurship
AGRICULTURE	Procuring economic base jobs by attracting, expanding and creating enterprises that grow, process and distribute food and fiber. <b>Sectors Included: Agriculture</b>	4,739	2,370	2,370	- Reaching international markets - Natural Resources - Low value crops - Encroaching urbanization - Lack of planning	- Right to Farm - Water Rights - Incentivize High Value Crop
ENERGY & EXTRACTIVES	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. <b>Sectors Included: Energy and Extractives</b>	21,089	17,926	3,163	- Assistance from NMEDD - Rail access - Affordable housing - Qualified Labor - Conflicting political environment - Regulatory environment	- Rail Subsidy - Local Funding for Housing - Lift Export Restrictions - Worker Relocation - Interdepartmental Cooperation
RETIREMENT	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.	21,000	10,500	10,500	- No Program/planning - Broadband - Lack of suitable housing - Lack of rural Healthcare - No community rating	- Retiree Income Tax Break - Healthcare Worker Rural Incentive - Retirement Community Rating
	<b>Totals</b>	<b>187,661</b>	<b>132,546</b>	<b>55,116</b>		

# Economic Base Jobs Needed – NM 2014



# Economic Base Jobs Potential - NM 2014

