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January 2010 Was A Green Month for New Mexico with Three Company Locates

The New Mexico Partnership started off the new year with three amazing announcements—all in rural New Mexico.

“These 3 rural announcements are great examples of what it takes to win a project in challenging economic times. All 3 of these projects took more than a year to complete. It took patience, follow through, diligence and a healthy team to keep moving things forward,” stated Clark Krause, President & CEO of the New Mexico Partnership, “I would especially like to thank Governor Richardson, the New Mexico Legislature, EDD Secretary Mondragon, and the NM Partnership Chairman, Raymond Mondragon for continuing to support and work toward job growth in New Mexico.”

The first, **Johnson Plate and Tower** will build a 84,000 square foot wind tower manufacturing facility on 22 acres in the Verde Logistics Park located in Santa Teresa. The company expects to employ 40-50 people during the construction phase and then move to a full time operation employing 150 people. This project is one of 183 projects that will share \$2.3 billion in Recovery Act Advanced Energy Manufacturing Credits for clean energy manufacturing projects across the United States.

Next, was the very exciting announcement that **C/D2 Enterprises**, a manufacturer of green sustainable building products, had chosen to establish a new green building product manufacturing plant in McKinley County just outside of Gallup. The company will be manufacturing structural insulated panels, insulated concrete forms, EPS insulation and will provide engineering consultation and shop drawings associated with manufactured products. They will be investing \$500,000 to rehab

an industrial structure. Their total investment into the project will reach \$2 million. The company will hire 16 employees in 2010 and will ramp up to 39 within three years. The wages for these positions will reach as high as \$23 per hour.

Last but certainly not least, **GA Solar**, announced that they would be building one of the largest photovoltaic solar projects in the world in Guadalupe County. GA Solar and their parent company Corporación Gestamp have chosen to invest \$1 billion dollars in New Mexico in the development of this project. It will be located on 2500 acres of land and will employ 300 people during the four-year construction period. The large solar array has the potential to reach upwards of 300MW of installed capacity once completed and is expected to generate enough energy to power the equivalent of 50,000 homes for one year. Upon completion, the company will maintain 75 full-time employees. The project will become a cornerstone in attracting solar investment and construction to New Mexico.

“It is truly an honor to work with so many people that kept focused on the finish line. Each project had a numerous amount of unsung heroes from Legislators, City & County Officials, Economic Development Department Staff, economic development & chamber organizations and private sector partners that were more concerned with the results than getting personal credit. Of course, the next step, the most important, is to make a pledge that we continue to support Johnson Tower, GA Solar and C/D2 as they build and thrive in New Mexico,” responded Krause.

New Mexico Partnership Exhibits at the MD&M West Conference in Anaheim, CA

The New Mexico Partnership recently attended the MD&M West Conference during February 9-11 in Anaheim, California.

This conference and exhibition is the largest manufacturing trade-show on the West Coast, and consists of seven separate shows congregating into one building. The bulk of the exhibitors are companies in the medical device industry, many of which currently have all of their manufacturing operations in Europe. There are also

numerous companies in the electronics and packaging industries with a presence at the show.

The NMP was joined by Davin Lopez, President & CEO of Mesilla Valley Economic Development, Louise Moore of Rio Rancho Economic Development and Douglas Smith, President of Nanopore, a cutting edge manufacturer located in Albuquerque.

Many of the leads acquire during this

show were from businesses that supply parts to the medical device and electronics industries, and in particular those companies that currently are making their products in California.

Due to an increasingly costly and difficult business environment, companies are looking to leave California for a cheaper place to operate; a place that will welcome the jobs that they bring.

New Mexico Partnership to Host Reception at the Global New Energy Summit, March 21-23



The Rocky Mountain Technology Alliance is proud to present the inaugural Global New Energy Summit. This groundbreaking summit will bring together world renowned panelists and showcase the latest innovation and applications in nuclear, solar, wind, water and bio-fuels along with energy storage and security experts.

The New Mexico Partnership is proudly sponsoring the Monday night Networking Reception beginning at 5:30 p.m. President & CEO, Clark Krause will be giving an update on economic development in

New Mexico focused on the new energy sector.

Combine a weekend of New Mexico's best spring skiing at this inaugural event. Complimentary shuttle service provided to downtown Santa Fe by Buffalo Thunder Resort. Transportation to ski areas can also be arranged as requested.

For more information on the conference go to http://www.rmtech.org/events/energy_20090322/

Outcomes Selects Albuquerque for Expansion

On February 19, 2010 Outcomes Health Information Solutions, LLC announced the opening of their newest office in Albuquerque. Outcomes will hire an estimated 60 employees over the next few months and plans to employ up to 250 individuals over the next two years. The Albuquerque office will provide clinical auditing services and healthcare data analytics solutions for some of the nation's largest health insurance plans, physician groups, and pharmaceutical clinical research organizations across the 50 states. For more information, please visit Outcomes' website at www.outcomesinc.com.

"We are excited about this progressive and growing healthcare company selecting

Albuquerque for its newest expansion, said Mayor Richard J. Berry. "Not only does our community have a qualified and skilled workforce to meet their needs, but it is also a great place to do business."

Albuquerque Economic Development worked closely with Outcomes in identifying the metro area's available skilled workforce and various State incentives that could be available for the project. The newly named Vice President of Operations, Kathie Lehner stated "the State's incentive package helped to drive the company's decision to locate this operation in Albuquerque and will be influential in allowing for its subsequent growth."

Outcomes has partnered with the Albuquerque Hispano

Chamber of Commerce and will be holding training sessions at their facilities while the new Outcomes' offices are being built.



Kathie Lehner, VP of Operations for Outcomes in Albuquerque.

JTIP: Now More Than Ever!!!

Budgets are being cut and belts are tightening throughout the United States. Families, businesses, and governments are faced with difficult decisions on how to spend limited dollars.

Fortunately for New Mexicans and New Mexico businesses, the State Legislature realized that allocating funds to the New Mexico Job Training Incentive Program is an investment in the New Mexico economy. House Bill 8, designating \$5,000,000 for JTIP, was approved

by both House and Senate and awaits signature by the governor.

Support for the bill came from many quarters. Local economic developers, business owners, and representatives from large business interests in the state rallied together to educate lawmakers about JTIP's benefits to New Mexicans and New Mexico business. Without their united support, the program may have faced some difficult decisions. Thanks to these efforts and the renewed financial support from law-

makers, JTIP remains open for business and a bright spot in the New Mexico economy. Special thank are due to Speaker of the House, Representative Ben Lujan, and to the Chairman of the Senate Finance Committee, Senator John Arthur Smith, for their support.

This article compliments of Therese Varela, JTIP Program Director and Cynthia Evans, JTIP Program Administrator

City of Lovington Passes LEDA Initiative

A critical tax initiative for economic development in Lovington is was on the city election ballot Tuesday. This election gave local voters can decide to tax themselves and put themselves in the driver's the option to decide for themselves whether or not to fund projects in the community, instead of relying solely on state funding.

"Local control is important," said Lovington Economic Development President Kenyon Burns. "I am as anti-tax as they come, but after I got educated about it, I see a lot of opportunity for Lovington with this. It's only one penny for every \$8 spent. That's a small price to pay to make a pretty large investment where we can save up some money to compete with other towns and leverage our dollars to get matching funds." 100 percent of the money raised through the tax comes back to Lovington. The tax applies to goods and services within the city limits excluding food and medicine. Even though the city's gross receipts revenues are down around 30 percent, the tax currently would generate around \$200,000 annually--money that is badly needed as seed money for local projects.

"Capital outlay money can go away in a heartbeat and Lovington needs to gain independence from depending on capital outlay funds," added Burns. The ballot measure reads, "Shall the City of Lovington, NM, impose a one-eight (1/8th) of one percent (1%) municipal infrastructure gross receipts tax to be dedicated for municipal infrastructure purposes for economic development plans and projects?" The money can be used to foster, promote and enhance local economic development. The funds generated can be spent on land, new buildings and improvements of existing buildings, utility and road improvements, and other infrastructure improvements for attracting new businesses and industry or even assisting existing businesses.

The money must be kept in a separate fund and can be spent only under the direction of EDC and the city commission.

Empower Lovington committee member Connie Sevier stresses how other communities are using the tax.

Portales recently used its tax to offer grants to attract a new medical clinic with average wages of \$48,000 a year. Funds are being used for infrastruc-

ture at its industrial park and to provide incentives to attract a Holiday Inn Express.

"How can one penny on every eight dollars impact Lovington?" asked Sevier. "In two years in Portales, they have given out \$350,000 in grants. It resulted to between \$2 to \$3 million back to the city in gross receipts."

"As simple as a penny is, we can see how it can grow and how it can affect everyone," added Sevier. Clovis has used its tax to run utilities to Southwest Cheese, one of the largest cheese and whey plants in the world, which produces over \$340 million in sales.

"We need to provide ourselves an avenue where we can help ourselves," said Lovington MainStreet president Pat Wise, "because if we don't, nobody else will. The standard avenues that were available for funding are no longer there anymore."

City manager Michael Leighton said some of the funding could be used to develop the infrastructure of the city's industrial park south of town. Federal grants are available for improvements at the park, but require matching funds, which the city doesn't have. Funding from the tax could help with obtaining the grants by providing the matching funds.

Lovington's gross receipts tax rate of 6.625 percent, increased to 6.75 percent--still one of the lowest in the state.



Empower Lovington Committee members, Connie Sevier and Evelyn Holguin, are shown out placing signs, encouraging Lovington voters to invest in the community.

This story compliments of John Graham of the Lovington Leader

New Mexico Confirmed as a Major Player In the Film Industry

For the past decade, *MovieMaker's* editors have paid careful attention to location trends. From recent financial incentives to new soundstages, they have tracked these developments while being vocal proponents of the “backyard/backlot” lifestyle—the idea that one should be able to shoot close to where he or she lives.

They also understand that moviemaking is not a solo enterprise; it's an endeavor that benefits greatly from the support of like-minded artists. It would stand to reason, then, that moviemakers in traditional “cinema cities” such as New York and Los Angeles might have an edge over their peers in lesser-known production areas. But with previously under-utilized areas such as Shreveport, Louisiana and Albuquerque, New Mexico continuing to climb our “best places” list year after year, the truth is that moviemaking can happen anywhere—as long as there are creative artists willing to make a go of it and a community of supporters happy to nurture their talents.

Here *MM's* 10th annual ranking of the country's best cities in which to be an independent moviemaker.

1. Albuquerque, NM
2. Los Angeles, CA
3. Shreveport, LA
4. New York, NY
5. Austin, TX
6. Stamford, CT
7. Boston, MA
8. Detroit, MI

9. Philadelphia, PA
10. Seattle, WA

Additionally, *Variety* Magazine ranked New Mexico as the 3rd best location for film production in North America.

Productions currently filming in New Mexico are *Scoundrels* starring Virginia Madsen; *Thor* starring Anthony Hopkins and Natalie Portman; *True Grit* directed by the Coen brothers starring Jeff Bridges and Matt Damon; *Knockout* starring Michael Douglas and Ewan McGregor; *Let Me In* and Season 3 of *In Plain Sight*.

For a listing of current productions filming in New Mexico and productions that have recently wrapped, please visit www.nmfilm.com.



The Hughes Brothers direct Denzel Washington on the Albuquerque set of *The Book of Eli* (2010).





Jeff Bridges takes home the Oscar for Best Actor for his role in "Crazy Heart"

New Mexico-made movies earned total of 4 Oscar nods



Hobbs, New Mexico Native, Ryan Bingham, nabs the Oscar for Best Song in "Crazy Heart"

Governor Bill Richardson Congratulates Actor Jeff Bridges and Singer-Songwriter Ryan Bingham for Winning Academy Awards for Made-in-New Mexico Film "Crazy Heart"

Jeff Bridges won the Academy Award for Best Actor for his portrayal of down-on-his-luck country music singer Bad Blake who, through his relationship and experiences with a female reporter is able to get his life and career back on track. Maggie Gyllenhaal plays the reporter, and was nominated for Best Supporting Actress.

New Mexico singer-songwriter Ryan Bingham and T Bone Burnett won for Best Original Song for "The Weary Kind-Theme from Crazy Heart." Bingham is a

native of Hobbs.

"I congratulate Jeff and Ryan for receiving Academy Awards for their outstanding and inspirational work," said Governor Richardson. "It's especially fun to see a New Mexican win for a movie made in New Mexico. I also congratulate all of the talented New Mexicans on the cast and crew who helped to make 'Crazy Heart.' "

"Transformers: Revenge of the Fallen" which was also shot in New Mexico, received a nomination for Best Sound Mix-

ing.

Since Governor Richardson took office in 2003 more than 135 major film and television productions have been made in New Mexico, with an estimated economic impact of more than \$3-billion. There are 10,000 direct and indirect film-related jobs in the state, and more than 250 businesses and services directly related to the industry.



Jeff Bridges' and singer-songwriters Ryan Bingham and T Bone Burnett were winners Sunday night (March 7) at the 82nd annual Academy Awards in Los Angeles. All three were presented Oscars for their work on *Crazy Heart*.

Calendar of Partnership Activities

Below is a list of activities in which the Partnership will participate in. Please contact us at your earliest convenience if you are interested in joining us.

- **March 8-12:** Atlanta Sales Mission
- **March 21-23:** Global New Energy Summit, Santa Fe
- **April 12-14:** Northern California Sales Mission
- **April 24-28:** IAMC Spring Forum, Colorado Springs, CO
- **June 9-11:** Intersolar Munich, Germany
- **July 13-15:** Intersolar North America, San Francisco, CA



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Jobs. Investment. Opportunity.

Our Mission:

We are committed to attracting competitive, quality companies to the State of New Mexico; generating good paying jobs, increasing capital investment and providing a platform for enhancing and sustaining the State of New Mexico's economic vitality

Our Goals:

- *To partner with the New Mexico Economic Development Department and local economic development organizations to develop and implement an effective research and target marketing program*
- *To aggressively market New Mexico's competitive benefits to targeted markets*
- *To facilitate an effective prospect management protocol to ensure achievement of performance metrics*

www.nmpartnership.com

This Newsletter created by Lea J. Harrison, Director of Marketing & Communications