

New Mexico is a Global Manufacturing and Logistics Powerhouse

New Mexico has become one of the most important locations in the world's integrated supply chain. Why? Because in New Mexico, you can make it, store it, and move it to or from virtually anywhere in the world easily, safely, and less expensively.

This is why many top companies from around the globe have chosen New Mexico.

New Mexico had the largest growth in exports globally of any state in the U.S. in 2019



UNPARALLELED ACCESS TO TALENT

Throughout New Mexico's long history, its people have been experts at designing, making, and moving products, and that tradition continues, as strong as it's ever been, today.



Over 180,000 people are employed in manufacturing, production, logistics, and construction roles across a broad range of industry sectors from food products and automotive components to microprocessors and satellite solar panels.

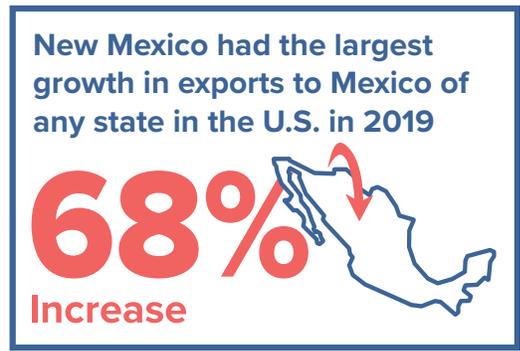


Experienced talent is plentiful and ranges from skilled artisans crafting complex products by hand, to those who can design, operate, and work in highly automated 21st century production environments.



The state's educational institutions are producing the next generation of talent; specialists with degrees from top tier research universities as well as critical tradespeople like welders and commercial drivers from renowned vocational institutions.

When you need research and development, engineering, or scientific expertise – whether it’s materials scientists, experts in additive manufacturing, or process control scientists and engineers, or world-class product design specialists – New Mexico provides one of the highest concentrations of talent in the U.S. It’s home to a host of major research institutes like two Department of Energy National Labs - Sandia National Laboratory and Los Alamos National Laboratory – as well as top universities that constantly partner with industry to apply cutting-edge innovation to the commercial realm.



And it’s not just the talent and capabilities within New Mexico’s own borders that companies benefit from when they locate here. They can also **leverage the booming manufacturing base centered in Juarez, Mexico to create integrated bi-national production operations** capitalizing on the unique attributes of each market to further optimize their businesses.

CONNECTED SEAMLESSLY TO THE ENTIRE WORLD

Regardless of whether you need connectivity to domestic U.S. markets, all of North America, or the entire globe, New Mexico is an ideal location.

The state’s world class transportation infrastructure – extensive interstate and rail – along with our relatively central location in the country means New Mexico provides a strong base from which to reach markets throughout the U.S. **The state is within 2 days of 75% of the U.S. population by truck.**

Internationally, these same assets certainly provide strong connectivity with Mexico, but, in fact, NM is an ideal location from which to reach the entire globe. **Connectivity by both rail and road to port complexes in LA/Long Beach and Houston/Galveston make NM ideal for moving goods to and from anywhere in the world,** either westward via the Pacific or eastward via the Gulf of Mexico.

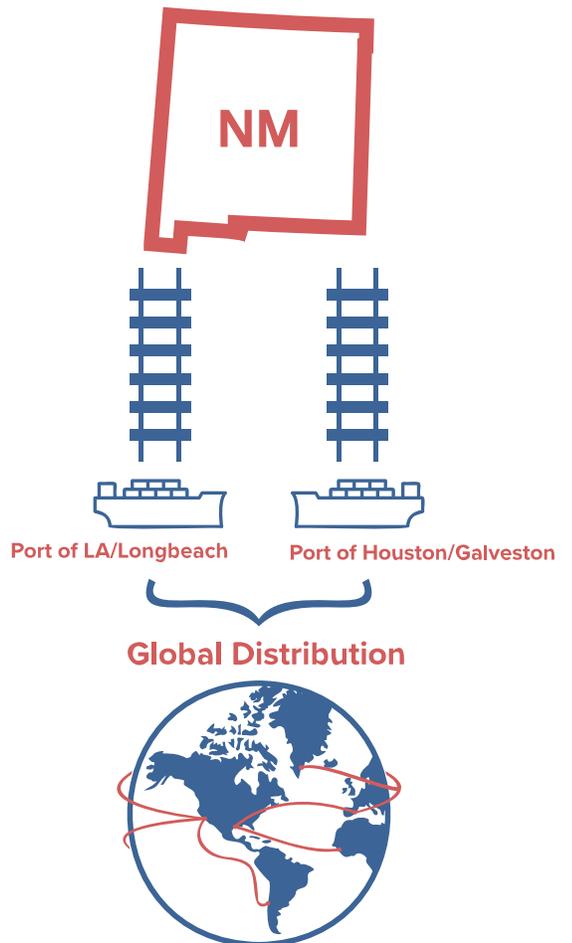
LOW-RISK ENVIRONMENT ENSURING UNINTERRUPTED OPERATIONS

Business disruptions are a major threat to virtually any business. New Mexico provides companies with a unique opportunity to mitigate these risks.

 Extremely low risk of catastrophic events such as earthquakes, tornadoes, hurricanes, or flooding that can cause sustained business disruption and damage to facilities or equipment.

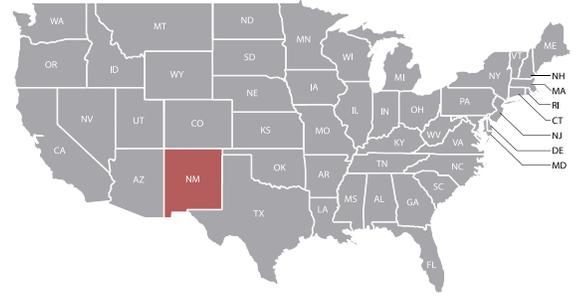
 A moderate climate year-round means that there is a lack of weather events that impede either manufacturing operations or transport of supplies and finished products.

 Transportation and utility infrastructure developed to support the continuous uptime needs of both industry and national security facilities in the state.



AN UNBEATABLE BUSINESS ENVIRONMENT

Companies get all of these benefits of New Mexico – world class talent, global connectivity, and risk mitigation – while simultaneously lowering their costs of operations; ensuring they have a meaningful advantage over their competitors in higher cost locations.



While New Mexico is in the fastest growing region in the U.S., lower cost of living along with a lack of intense competition for talent has helped keep compensation costs lower than the national average; which means **you can save ~15 – 30% relative to other regions in which many companies are concentrated**. Likewise, other major operating costs remain low. For example, as a leading producer of both traditional and renewable power, the state has some of the lowest energy costs in the nation, and plentiful land and low construction costs helps keep facility costs affordable.

On top of this, the state provides a tax climate that is favorable to business along with the ability to provide some of the strongest financial incentive tools available to help companies reduce costs. Below are just a few of the most impactful incentives available to companies looking to locate in New Mexico.

Among the lowest
property taxes in the nation



Single Weighted Sales Factor for manufacturing operations and headquarters **virtually eliminates state corporate income tax**



No gross receipts (i.e., sales) taxes on manufacturing consumables such as electricity, industrial gasses, repair parts, and spare equipment



zero Inventory Tax



INCENTIVES

Industrial Revenue Bond (IRB)

New Mexico's property taxes are already among the lowest in the nation for both real and personal property, and a significant amount of that already low property tax burden can be further abated through the use of Industrial Revenue Bonds (IRB).

Local Economic Development Act (LEDA)

LEDA is a discretionary, cash-grant incentive program that can be used towards reimbursing the costs associated with land, building and infrastructure improvements. Funding awards are determined on a project-by-project basis.

Job Training and Incentive Program (JTIP)

The flagship New Mexico Job Training Incentive Program (JTIP) funds on-the-job and classroom training for newly-created jobs in expanding or relocating businesses by reimbursing employers for 50-75% of employee wages for up to 6 months.

High Wage Jobs Tax Credit (HWJTC)

Employers are eligible to receive a tax credit for each new high-wage economic-base job (paying over \$40,000 in a rural area or \$60,000 in a metro). The credit equals 8.5% of the wages and benefits paid for each such job created. Credits in excess of tax liability can be refunded to the employer as cash.

Through the use of tools like these, New Mexico can develop comprehensive incentive packages to help mitigate expenses and ensure that companies thrive. For a complete and more detailed list of incentives that New Mexico and its communities provide please visit our website at www.NMPartnership.com/incentives.

About the New Mexico Partnership



To learn more about how New Mexico can help your business succeed, contact [The New Mexico Partnership](http://www.NMPartnership.com). The Partnership is designated by the state to be the single-point-of-contact for helping businesses locate in New Mexico and can provide expertise on talent, critical infrastructure, educational and R&D institutions, real estate and facilities, incentives, and all the other factors that go into a business location decision. Visit us at www.NMPartnership.com or contact us by phone at (505) 247-8500 or by e-mail at info@NMPartnership.com.