

\$2,205,156,564 of New private Investment and More Than 7,000 Jobs as Companies Move to New Mexico

Over the past two years, private investment in New Mexico has blossomed. Thirty projects totaling nearly \$2.2 billion of new monies has benefited a number of sectors and different parts of the state. Film, emerging technologies, aerospace and aviation, advanced manufacturing, energy and value-added agriculture are among the industries relocating or expanding their current capacities in New Mexico.

Netflix, NBC Universal, SCEYE, Prent, NTx, LaSen, Kairos Power, Faneuil and Ganymede Games are just a few of the 30 companies investing in the state since 2019.

New Mexico has also recently seen success in bringing in international companies to the state. Three new companies from Taiwan (Admiral Cable, Xxentria and Cymmetrik) are all establishing a manufacturing presence along the border region, in Southern New Mexico. The New Mexico Partnership, the state's designated single-point-of-contact for relocating or expanding companies, has also expanded its Asia outreach to include India and have begun conversations with several promising companies. The state has also continued to strengthen its relationship with Mexico, which has been a constant source for relocating and expanding companies.

The New Mexico Economic Development Department (NMEDD) administers the state's suite of impactful incentives for expanding and relocating companies. One of these being the state's flagship incentive program, the Job Training Incentive Program (JTIP), assists businesses as they create jobs for new workers or advance skills of existing employees.

In 2020, JTIP pledged training reimbursements to 75 businesses across New Mexico in support of 2,380 jobs – 29% of that total for rural jobs and 71% for urban. The average wage in 2020 was \$18.61 an hour, over \$38,000 annually. The jobs are in the industrial research, robotics, artificial intelligence, aviation, image analysis, remote sensing, quantum computing, commercial solar, aerospace, specialty foods and agriculture sectors.

Another state incentive, the Local Economic Development Act (LEDA), provides another source of funds for new and existing companies. In 2020, EDD's LEDA job-creators fund made strategic investments in 18 companies that will create 2,500 jobs over the next several years.

These companies have committed to invest over \$761 million in New Mexico over the next 10 years with \$150 million in new payroll.

Since 2019, New Mexico has awarded LEDA to more than 33 companies to expand and/or establish their operations. This combined investment of \$2,205,156,564 has resulted in the creation of 7,310 jobs and a far-reaching economic impact throughout the state.

According to the New Mexico Economic Development Department, some of the 2020 LEDA recipients include:

Ascent Aviation, which is expanding from Arizona to Roswell, will bring 360 jobs to the Roswell International Air Center.

"The state and county incentives show that New Mexico has a strong desire to bring in new businesses and create good jobs. There can be a lot of pain associated with this type of expansion and everyone from Cabinet Secretary Keyes and Economic Division Director Mark Roper on down, including additional personnel from the State of New Mexico, Chaves County, and the City of Roswell, have all shown a desire to help. That has made this expansion possible," David T. Querio, Ascent Aviation Services President, said.

Big Tuna brings 30 jobs to Las Cruces to manufacture a new kind of pipe for the energy industry that is lighter and stronger. Additional markets include water and utility companies.

"We looked at Colorado, Texas, Arizona, and New Mexico and we're pretty excited about this location in Las Cruces," Mike Watters, director of operations for Big Tuna USA, said. "We're starting a business from the ground up and the incentives really make this feasible."

LaSen, a long-time New Mexico business, is expanding in Southern New Mexico and adding 79 high-paying jobs. LaSen has developed LIDAR technology for aerial monitoring of oil and gas lines and is expanding into utility-safety inspections for power and electrical corridors in the United States, Canada, Australia, and other regions.

La Sen President Tim Goolsby said, "We've been talking about getting out of this building for the last two years. LEDA allows us to make that decision a lot sooner and with a little more comfort. We want to make the right decisions that will keep us in New Mexico for a long time."

Another long-time New Mexico company, **McKinley Paper** in Northwest New Mexico, was awarded special LEDA assistance to upgrade its power infrastructure after the closure of the Escalante Generating Station. The LEDA support helps McKinley maintain its operations and 135 employees, as well as add new workers.

"The main reason McKinley [Paper] was situated here was because of the resources that Escalante Generating Station managed and supplied to the paper mill. Without that, we are at a very high risk to cease operations," Wilfrido Rincon, COO of McKinley Paper, said. "Now, with LEDA, we feel we are in a very good position to maintain operations and even hire additional people. We can invest in additional assets and equipment and guarantee a steady supply of steam, water, and energy, vital to our long-term operation in the state."

In the fast-growing area of biosciences, the state is assisting **NTx**, a vaccine and medicine development business co-founded by a former scientist at Los Alamos National Laboratory. NTx is investing in a new Rio Rancho location and will be hiring 116 highly skilled STEM professionals to develop new protein and mRNA manufacturing methods, the same technology now used in new COVID-19 vaccines.

NTx is working closely with both Los Alamos and Sandia National Laboratories. “Both LANL and Sandia are strong in fundamental bioscience research and being able to add leading-edge manufacturing in close proximity is going to make for strong partnerships in the state,” Charles McMillan, a former director at Los Alamos National Laboratory who serves on the NTx board of directors, said.

LEDA assistance is also going to boost investment in Southern New Mexico’s Santa Teresa Borderzone. Assistance was announced to two additional Asian manufacturing companies – **Xxentria** and **Cymmetrik**. The two join Admiral Cable to form a cluster of Asian companies adding workers in Santa Teresa.

“Santa Teresa/San Jeronimo is the future of the border region. Establishing manufacturing operations in North America will allow us to better service our valued customers in the United States,” Howard Chen, Chairman and CEO of Xxentria, said. “The State of New Mexico has a pro-business climate and is aggressively attracting manufacturing companies like ours. Many of our key suppliers will also follow us and we look forward to building a long-term relationship with the State of New Mexico.”

To stimulate additional investment from Asia, New Mexico has opened a business liaison office in Taipei, Taiwan with a Taiwanese recruiter who can work with companies looking to locate in North America. For global companies who want to diversify their manufacturing and relocate closer to the U.S. consumer market, New Mexico is an attractive location.

Other companies that will be moving to or expanding operations in Santa Teresa are **Prent**, a Wisconsin-based manufacturer of medical packaging and W Silver Recycling, which plans to hire 50 workers.

“For over three years we’ve worked closely with partners in the region to make this a reality. Over and over, we heard that the strength of the region is its collaboration across borders. Today’s announcement is a vindication of that model, one integrated region working together towards success,” Mark Rothlisberger, Sr. Vice President of Manufacturing for Prent, said.

2020 LEDA investments were also awarded to **Big Dog Industries, Natural ReLeaf, High Plains Processing, EAGL Technology, HAPSMobile, SavantX, SCEYE, NM Fresh Foods, and SpinLaunch.**

“New Mexico has a widespread and healthy livestock industry,” High Plains Processing co-owner Chip Meston said. “There are a lot of people who want to see this business succeed. We will be a value-added business in a community that values agriculture.”

“SpinLaunch will grow into thousands of employees as we develop,” SpinLaunch founder Jonathan Yaney said. “When you’re this young of a company, with this bold of a concept, being able to receive assistance is absolutely essential. This support was instrumental in deciding to come to New Mexico.”