

NEW POTENTIAL | NEW OPPORTUNITY



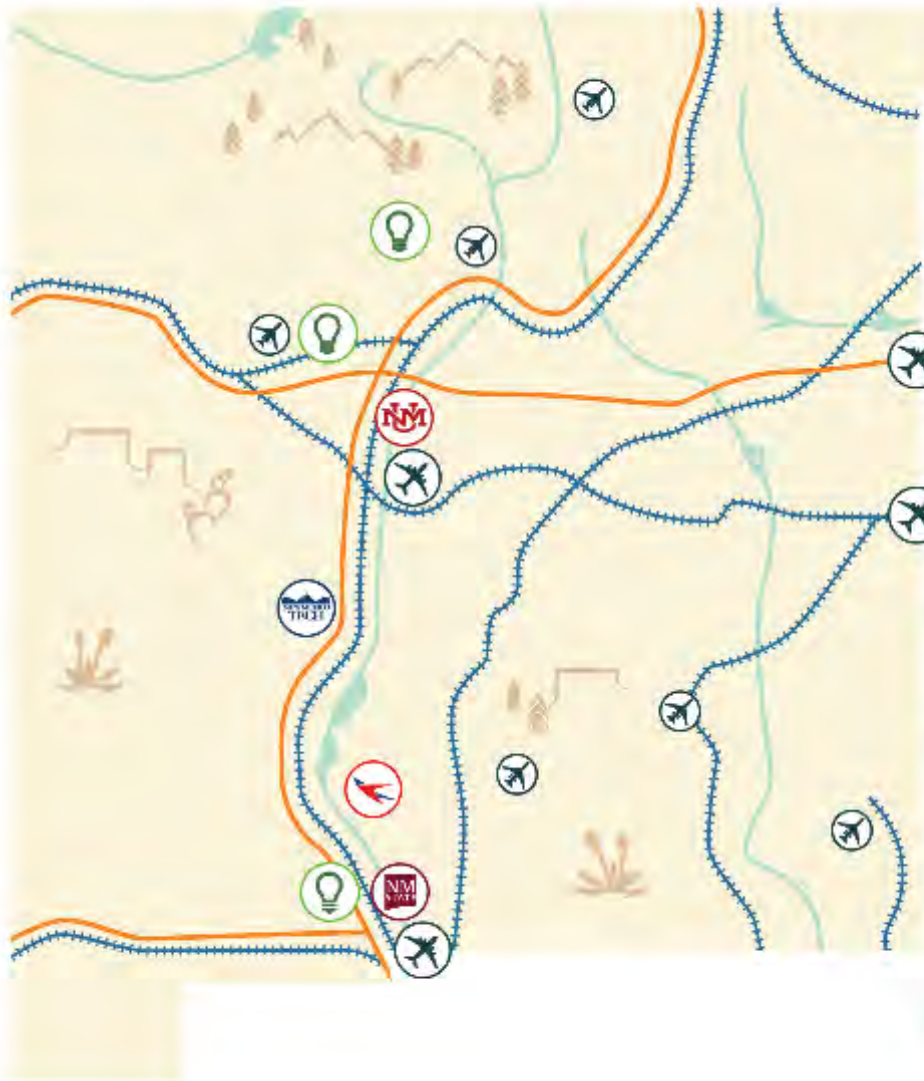
Welcome to New Mexico
JUNE 2021



In cooperation with the New Mexico Economic Development Department

1720 Louisiana Blvd. NE, Suite 312 | Albuquerque, NM 87110 | 505-247-8500 | NMPartnership.com

The New Mexico Advantage



 IN THE PATH OF GROWTH	Located in the heart of the fastest growing region of the U.S.
 STRATEGICALLY CONNECTED	State-of-the-art infrastructure connects to key markets across North America and beyond.
 WORLD-CLASS TALENT	Diverse, highly skilled workforce aligned with the priorities of 21st century companies.
 CULTURE OF INNOVATION	Home to major research institutions, colleges and universities that are creating the future today.
 HOME TO IN-DEMAND INDUSTRIES	The key sectors for which New Mexico is an ideal choice.
 STRONG VALUE PROPOSITION	Top talent at below-average cost offers a competitive advantage.
 PRO-BUSINESS ENVIRONMENT	Policies and programs to help businesses succeed.
 QUALITY OF PLACE	A place that attracts and retains talent.

World-Class Businesses Come Here to Grow



Stampede | Food Processing

- Innovative protein and prepared-meals provider
- Doubling production capacity and annual revenues in New Mexico



Kairos Power

Kairos Power | Energy R&D

- Leader in cutting-edge modular reactor technology
- Building new R&D and manufacturing center in Albuquerque



Admiral Cable

Admiral Cable | Manufacturing

- Subsidiary joint venture of one of Taiwan's largest electronics manufacturing companies
- Building first U.S. plant in Santa Teresa



Corrugated Synergies International | Energy R&D

- Leader in customized packaging and printing technology
- Locating advanced printing facility in Santa Teresa

Recent Announcements	Jobs	Sector	Location
Stampede Meat	1,295	Food Processing	Sunland Park
Safelite	900	Claims Processing and Service	Rio Rancho
Faneuil	700	Business Process Outsourcing	Albuquerque
Comcast	450	Customer Service Center	Albuquerque
S&P Data	425	Customer Service Center	Rio Rancho
Admiral Cable	342	Wire Manufacturing	Santa Teresa
Skorpis Technologies	300	Technology Manufacturing	Albuquerque
Fidelity (Expansion)	250	Financial Services	Albuquerque
PCM	224	Sales	Rio Rancho
Alorica	200	Customer Service Center	Albuquerque
General Dynamics	200	Customer Service Center	Las Cruces
Flagship Foods (Expansion)	200	Food Processing	Albuquerque
Rich Global (HQ)	182	Hemp and CBD Production	Mesilla
Franco Whole Foods	160	Tortilla Manufacturer	Las Cruces
CN Wire	158	Wire Manufacturer	Santa Teresa
Canon ITS	150	Technical/Customer Support	Albuquerque
Raytheon (Expansion)	150	Defense	Farmington
Fedex	140	Distribution Center	Santa Teresa
Rural Sourcing Inc.	125	IT Development/Support	Albuquerque
Corrugated Synergies Int'l	120	Manufacturing	Santa Teresa
Facebook	100	Data Center	Los Lunas
Kairos Power	67	Energy R&D	Albuquerque
Ganymede Games (HQ)	51	Video Game Studio	Las Cruces
W. Silver	50	Industrial Recycling	Santa Teresa
Southwest Cheese	50	Food Processing	Clovis
Precheck (Expansion)	40	Credential Verification	Alamogordo
United Poly Systems	30	Polyethylene Pipe Mfg	Albuquerque
ARCA Space Corporation	20	UAV Development	Las Cruces
Tucumcari Mountain Cheese	20	Food Processing	Tucumcari
Valley Cold Storage	15	Refrigerated Storage	Santa Teresa

Strategically Connected



The Road to Success

- Part of the first highway route in the U.S.
- Crossed by three major interstates: I-25 (N-S), I-40 (E-W) and I-10 (E-W)
- Extensive network of two-and four-lane highways provide access to key markets
- Low backhaul rates for goods leaving the state; ideal for manufacturing, distribution and trans-load locations

Destination	Albuquerque	Santa Teresa
Ciudad Juárez	269 miles	16 miles
Phoenix	418	424
Denver	447	705
Oklahoma City	544	732
Las Vegas	572	724
Salt Lake City	598	858
Dallas	647	648
Guaymas	713	530
Los Angeles	787	796
Houston	884	759
Mazatlán	1,077	827
Chicago	1,337	1,524
Mexico City	1,405	1,145
Calgary	1,530	1,788
New York	1,981	2,185



You're on the Right Track

- Served by both Union Pacific and BNSF
- Direct service to the ports of Long Beach and Houston, as well as ports of entry at Mexican and Canadian borders
- BNSF-certified sites in Belen, Clovis and Gallup
- Locate directly on high-quality rail-served sites throughout the state



BNSF serves 28 states with 32,500 miles of rail



UP Serves 23 states with 32,100 miles of rail

Your Border Connection

- The largest of three border trade crossings with Mexico, Santa Teresa offers:
 - The fastest commercial crossings in the Juarez-El Paso Customs District
 - 114,921 commercial crossings in 2017
 - Transportation of more than 50% of New Mexico's \$3.6 billion in total exports
 - A 12-mile overweight zone lowers cost for truck traffic
- Two-day delivery to and from a geographic region that includes 75% of the US population
- In 2019, New Mexico surpassed all other states with:
 - 68% growth in exports to Mexico
 - A 31% increase in global exports



Where Your Business Takes Flight

- 64 public airports throughout New Mexico
- Albuquerque International Sunport (ABQ)
 - Provides nonstop service to 24 cities
 - Supports nine commercial carriers
 - Served by FedEx and UPS for cargo carriage
- El Paso International (ELP)
 - Offers nonstop service to 13 cities
 - Provides service to southern New Mexico
 - Supports six carriers conducting 46 departures per day
 - Served by three cargo carriers: FedEx, UPS and DHL



International Airports

- Albuquerque International Sunport
- El Paso International
- Amarillo
- Lubbock

Regional Airports

- Hobbs, Lea County Regional
- Roswell Air Center
- Santa Fe Municipal
- Double Eagle, Albuquerque
- Taos Regional Airport
- Alamogordo, White Sands Regional

A State of Innovation



An Unparalleled R&D Ecosystem

Sandia National Laboratories

The nation's premier science and engineering lab:

- Nuclear weapons and defense systems
- Energy and climate
- Global security
- Bioscience
- Computing and information science
- Electromagnetics, nanotechnology, materials science



Los Alamos National Laboratories

Delivers science and technology to protect the nation and promote world stability. Boasts a rich network of local research and business partnership programs.

- Energy
- Biotechnology
- High-energy physics
- Advanced computing



White Sands Missile Range

The DoD's largest open-air test range. Provides Army, Navy, Air Force and private sector customers with services for:

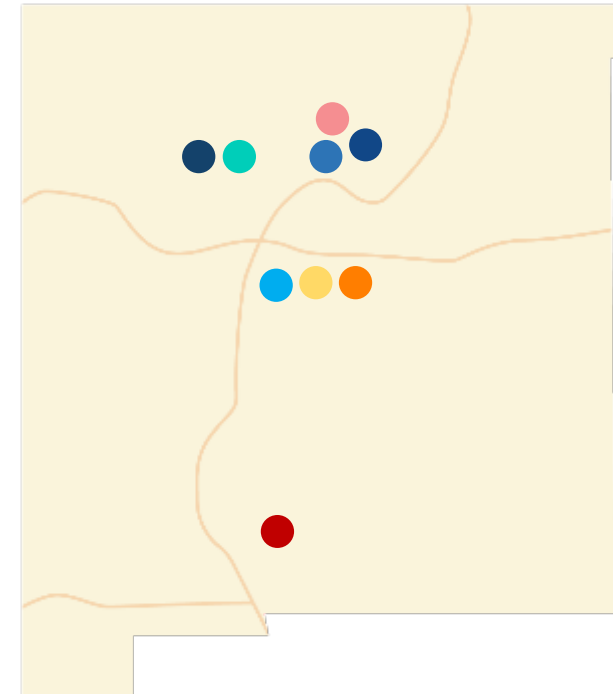
- Experimentation
- Research
- Development
- Testing
- Assessment
- Training



The Air Force Research Laboratory

Housed at Kirtland Air Force Base, leading the way in laser, optical and space supremacy technologies.

- Directed energy
- Space vehicles
- Technology Engagement Office connects private sector and academia with resources



Descartes Labs

PEBBLELABS



Santa Fe Institute



National Center for Genome Resources



Higher Education That Supports Top-Tier Research



The University of New Mexico

18,576 undergrads; 4,400 grad students

Comprehensive, Carnegie-designated Research 1 University; the nation's only flagship state university that is also a Hispanic Serving Institution (HSI).

- Center for Advanced Research Computing
- Cancer Center
- New Mexico Engineering Research Institute
- Center for High Technology Materials
- Design Planning Assistance Center
- Mind Research Network



New Mexico Tech

1,507 undergrads; and 302 grad students

Education, research and service focused in science, technology, engineering, and mathematics. More than a dozen research divisions that work with private industry, government agencies, and other universities.

- Langmuir Laboratory for Atmospheric Research
- Magdalena Ridge Observatory
- New Mexico Tech Seismologic Observatory
- The Institute for Engineering Research and Application (IERA)



New Mexico State University

10,540 undergrads; 1,761 grad students

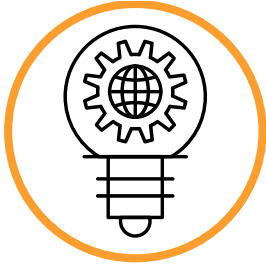
Multi-cultural population of students and community members located across the state. Five campuses, a satellite learning center, cooperative extension offices located in each of New Mexico's 33 counties, and 12 agriculture research and science centers.

- Chile Pepper Institute
- Physical Science Laboratory
- Agricultural Experiment Station
- Manufacturing Technology and Engineering Center
- Water Resources Research Institute

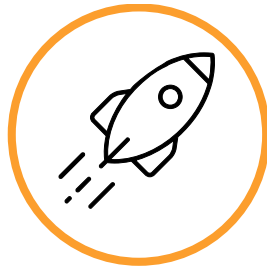
Home to In-Demand Industries



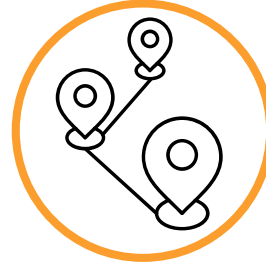
Industry Sectors



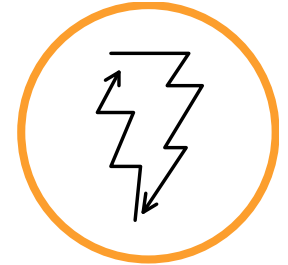
Advanced
Manufacturing



Aerospace and
Defense



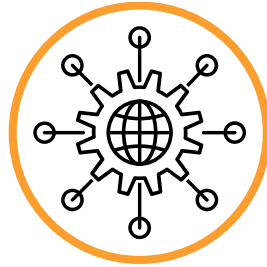
Distribution,
Transportation and
Logistics



Energy and
Natural
Resources



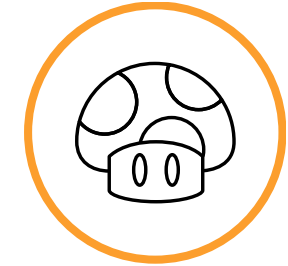
Food Processing
and Value-Added
Agriculture



Information
Technology and
Data Centers



Shared Services,
Back Office and
Support



Video Game
Production

Advanced Manufacturing

- Talent pipeline spanning a broad range of industries and skills, including 180,000 employed in manufacturing, production, logistics and construction roles
- Unparalleled access to R&D facilities such as Sandia and Los Alamos National Labs
- Ease of access to key U.S. and international markets, including 75% of the U.S. population within a two-day drive
- Pro-manufacturing business environment, including a single sales factor apportionment methodology for manufacturers and low operating costs



New Mexico is second in high tech jobs and seventh for workforce training, according to the 2017 state new economy index and the 2019 *Business Facilities* rankings issue



Aerospace and Defense

- Deep history of innovation in aerospace and defense: from drones to satellites and spaceflight, New Mexico sits at the forefront of technical discovery
- Home to three U.S. Air Force bases, White Sands Missile Range and NMSU's Physical Science Laboratory
- Pipeline of former military personnel supports avionics, maintenance, repair and component manufacturing operations for commercial aviation operators



Spaceport America, the country's first purpose-built commercial space launch facility, is home to Virgin Galactic, SpaceX and others.



Energy and Natural Resources

An industry leader in energy production

- Renewable energy pioneer with cutting-edge wind and solar farms
- Leading producer of traditional energy sources
- Major oil and natural gas producers use the latest technology to access vast reserves in the Permian and San Juan basins

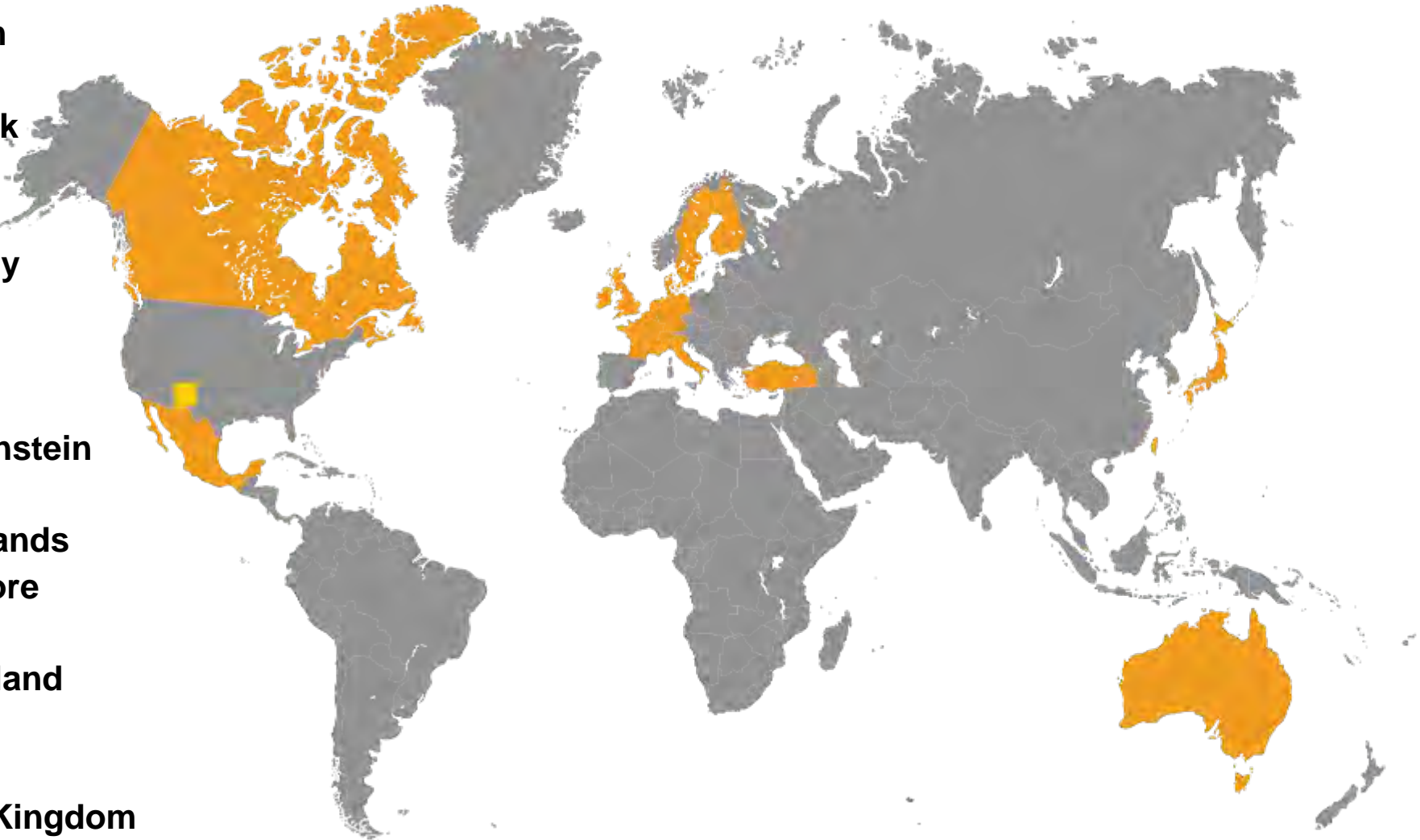


- Third in oil production
- Tenth in natural gas production
- Nation's top supplier of potash



Foreign Direct Investment: The World Works in New Mexico

- Australia**
- Belgium**
- Canada**
- Denmark**
- Finland**
- France**
- Germany**
- Ireland**
- Italy**
- Japan**
- Liechtenstein**
- Mexico**
- Netherlands**
- Singapore**
- Sweden**
- Switzerland**
- Taiwan**
- Turkey**
- United Kingdom**



A Pro-Business State



A Business Climate Ideal for Growth

Favorable Tax Climate

- **22% reduction** in corporate income tax across all industries
- **Single Weighted Sales Factor** lowers corporate income tax rate for headquarters and manufacturing operations
- **No gross receipts taxes** on manufacturing consumables (electricity, industrial gases, repair parts, etc.)
- Among the **lowest property taxes** in the U.S.
- **Zero** inventory tax



More benefits:

- Affordable real estate, abundant land, diverse facility options
- Low energy costs, extensive renewable energy potential (solar and wind)
- Lottery-funded scholarship program

The Tools You Need for Success



Local Economic Development Act (LEDA): Discretionary state incentive that can be used toward the reimbursement of land, building or infrastructure costs. Funding awards are determined on a project-by-project basis.



Job Training Incentive Program (JTIP): Funds on-the-job and classroom training for expanding or relocating businesses for up to 6 months. JTIP provides cash reimbursement of 50-75% of wages.



High Wage Jobs Tax Credit (HWJTC): Refundable tax credits equal to 8.5% of salary for employees earning \$40K+ (rural areas) or \$60K+ (in urban communities). Credit may be taken for four years.

Industrial Revenue Bond (IRB): Allow for significant real and personal property tax and compensating tax abatements. Terms vary by community/project.








Rural Jobs Tax Credit: Can be applied to taxes due on (state) gross receipts, corporate income, or personal income tax.

Manufacturer's Investment Tax Credit: A tax credit of 5.125% of the value of qualified equipment applied against compensating or gross receipts tax.

Technology Jobs and R&D Tax Credit: A tax credit of 5% of qualified R&D expenditures for businesses under 50 employees with qualified expenditures under \$5 million.

Even more industry-specific incentives are available!

New Mexico Incentives at Work

	\$3M Awarded	900+ Jobs Created	\$5M Investment
	\$1M Awarded	120 Jobs Created	\$30M Investment
	\$3M Awarded	1,295 Jobs Created	\$36M Investment
	\$5M Awarded	140 Jobs Created	\$50M Investment
	\$250K Awarded	51 Jobs Created	\$1.3M Investment
High Plains Processing LLC	\$100K Awarded	20 Jobs Created	\$1.6M Investment
Big Dog Industries	\$750K Awarded	125 Jobs Created	\$15M Investment

A Place Like No Other



A Happy Workforce Is a Strong Workforce

KEY FACTORS

- | | |
|---|--|
| <ul style="list-style-type: none">• Low cost of living• Lack of congestion | <ul style="list-style-type: none">• Mild climate year-round• Diversity/multiculturalism |
|---|--|



TANGIBLE BENEFITS TO EMPLOYERS

- | | |
|--|--|
| <ul style="list-style-type: none">• Low turnover• Higher productivity | <ul style="list-style-type: none">• Low upward pressure on wages• Strong ability to recruit talent from other markets |
|--|--|

NEW MEXICO. A PLACE LIKE NO OTHER.



Ready to Get Started?

So are we! We're your single point of contact for locating your business in New Mexico, ready to help with:

- Data and analytics on key business factors
- Real estate searches
- Personalized briefings and orientations
- Coordination of site-selection trips
- Strategic meetings with key government and community officials
- Assistance in evaluating and applying for incentives
- Collaboration on media and public relations



Whether you're looking to expand or relocate your company to New Mexico, **the New Mexico Partnership can provide you with everything you need to know to grow your business.**

Let's Keep in Touch

Melinda Allen

President & CEO

(505) 377-4123

mallen@nmpartnership.com