

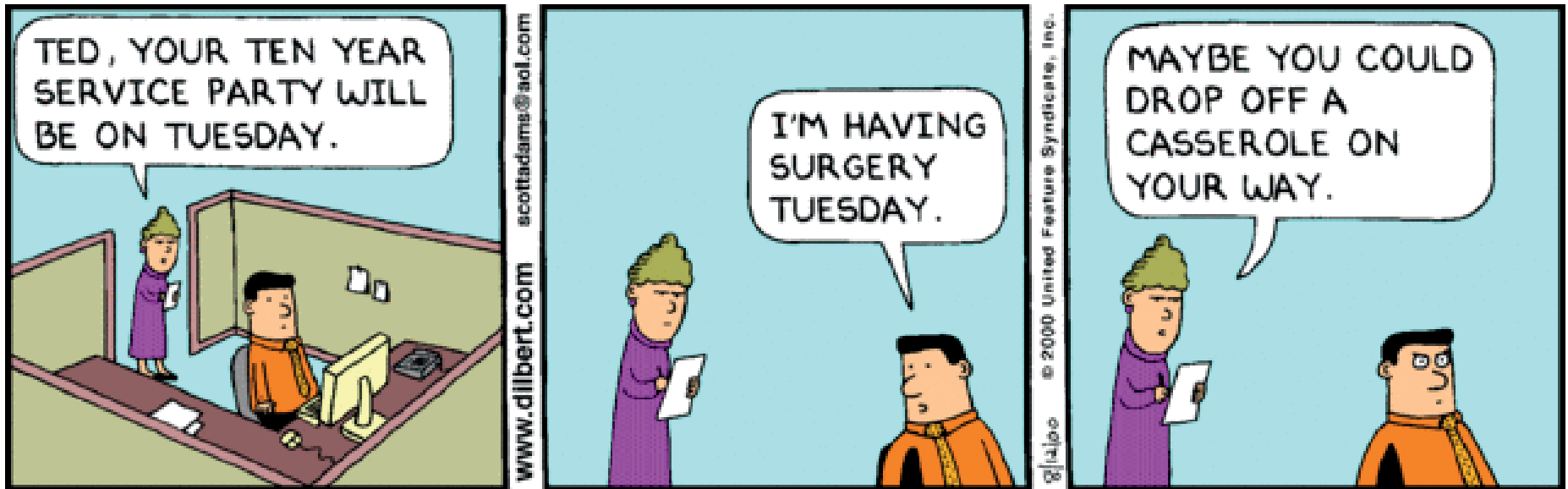


MVEDA Mid-Year Update

FY 2013-'14



5 YEAR ANNIVERSARY



5 YEAR REVIEW

By the Numbers

37

Completed Projects



5 YEAR REVIEW

By the Numbers

630

Million in New Capital Investments



5 YEAR REVIEW

By the Numbers

876,000

SF Facility Absorption or Development



5 YEAR REVIEW

By the Numbers

2,058

New Economic Based Jobs Created



5 YEAR REVIEW

By the Numbers

\$215,000,000

New Household Spending



5 YEAR REVIEW

Competitive Landscape

- ▶ LEDA (County)
- ▶ Wage Plus (City of LC)
- ▶ Diesel Refuel Tax Exemption
- ▶ Border Overweight Zone
- ▶ Informed Consent
- ▶ Single Sales Reporting
- ▶ Development of Regional Alliances
- ▶ E&Y Report, “Best in the West”

BUSINESS & QOL Ranks

2013

Top 30 Best Small Places for Business and Careers (*Forbes*)

17th in Job Growth (*Forbes*)

16th Best Place for Working Retirement (*Forbes*)

NMSU: Top 200 Best Colleges (*US News & World Report*)

2012

Hardest Working Towns in America (*Parade Magazine*)

2011

Top 100 Cities to Live (www.relocateamerica.com)

20 Best Towns of the Future (*Sunset Magazines*)

2010

#3 of Top 10 Recovery Cities (www.relocateamerica.com)

#8 of Best-Performing Small Metros (*Milken Institute*)

#6 of the Top 10 Cities for Real Estate Steals (*US News & World Report*)

20 Best Towns of the Future (*Sunset Magazines*)

2009

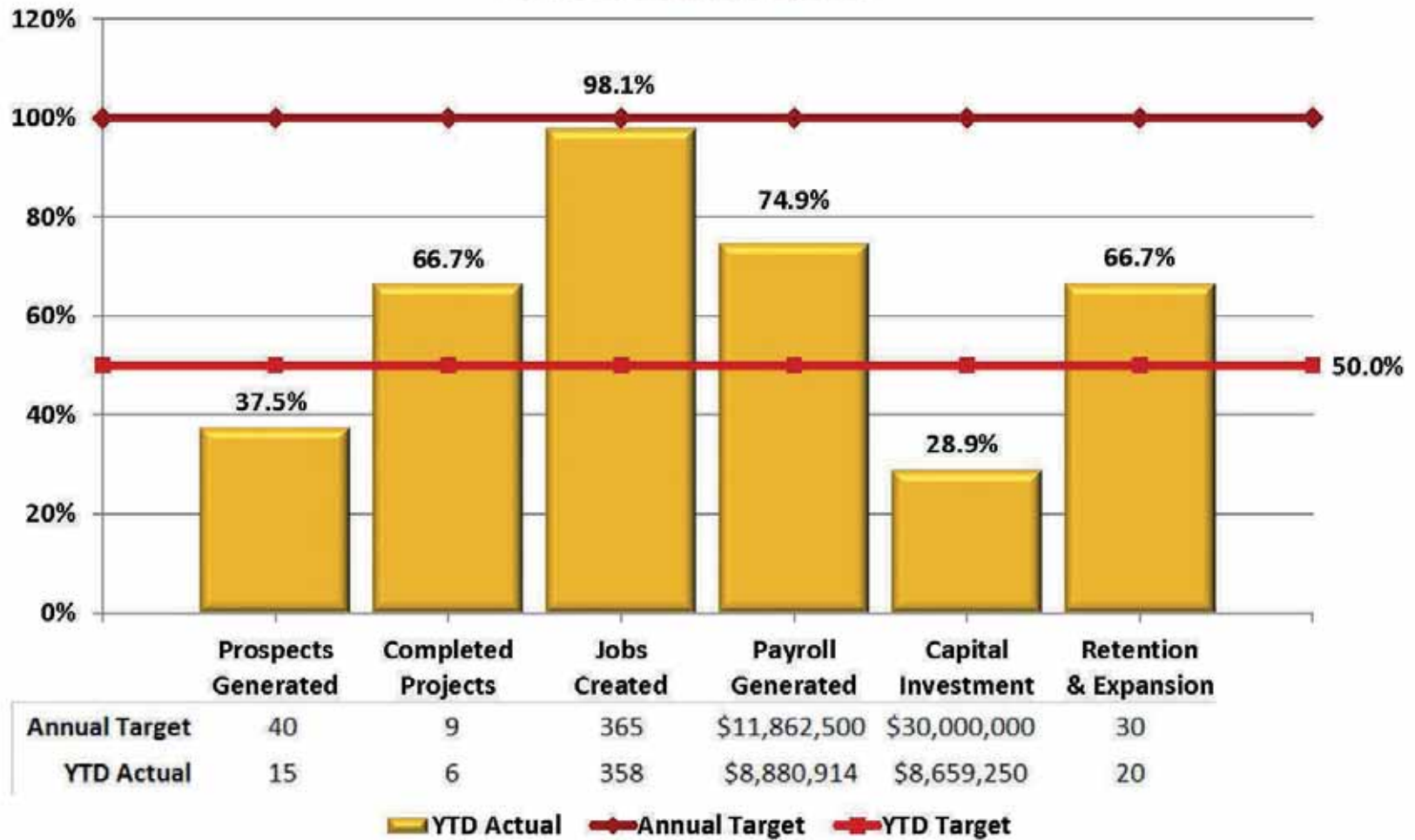
#9 of 179 Best-Performing Small Metros (*Milken Institute*)



**THANK YOU
FOR 5 GREAT
YEARS!!!!**

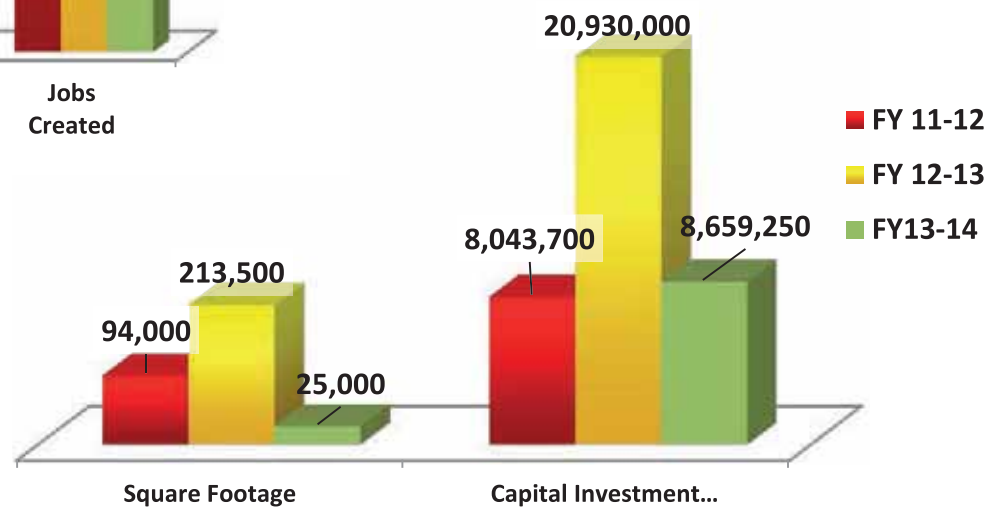
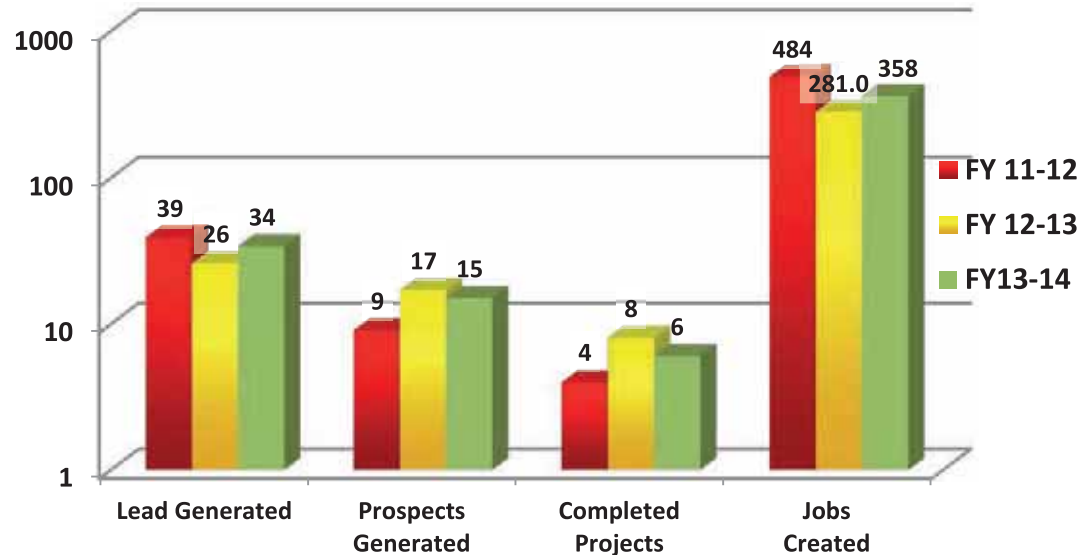
MVEDA Dashboard

FY13-14 Progress to Date vs Annual Goals
as of December 31, 2013



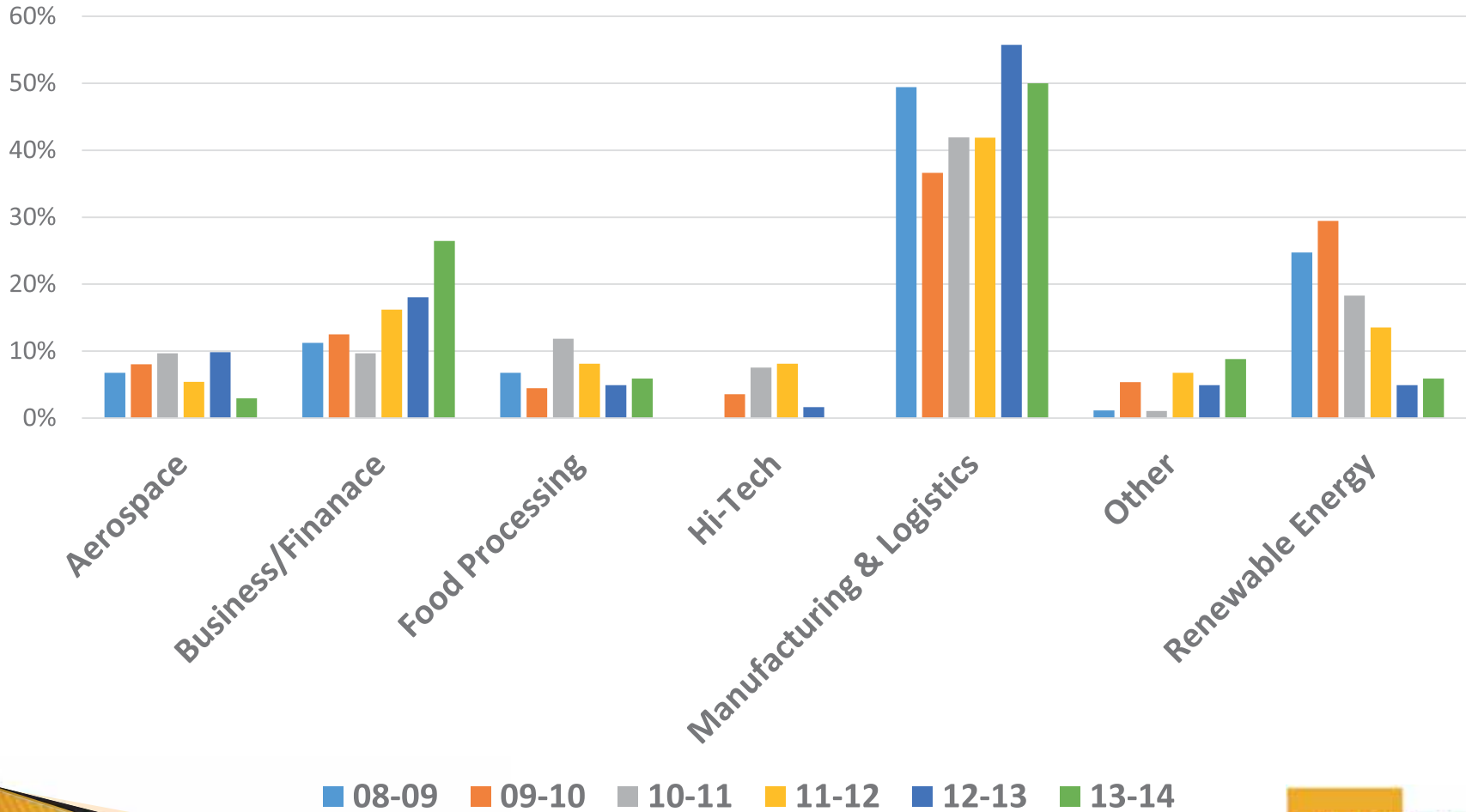
MVEDA's Mission: Grow the wealth of Doña Ana County through the creation of economic-based job opportunities for its residents.

Annual Comparisons as of Dec 31, 2013



Target Industry Characteristics

MVEDA Lead Generation By Cluster
FY 08-09 to FY 13-14



Current Santa Fe Efforts

- ▶ HB 296/SB283
 - Economic Development Utility Rates for Job Creation
- ▶ HB 272 Jobs Council
 - \$10MM LEDA Funding
 - \$3MM JTIP Funding
 - \$1.5MM NM Partnership Funding
- ▶ Funding for Southern Road

2014 Impact Events

- ▶ Union Pacific to Begin Operations
- ▶ Virgin Galactic to Expand Operations
- ▶ Governor's Bi-National Industrial Campus
- ▶ Expand LEDA to additional communities

MVEDA Marketing Efforts

- ▶ **Multi-faceted national campaign includes:**
 - Industry Trade Show Participation
 - Site Selector Relational Development
 - Web Expansion, SEO and Social Media Campaign
 - National Trade Print Campaign
 - Press Push
 - Content is King

MVEDA Mesilla Valley Economic Development Alliance

HOME ADVANTAGES COMMUNITY ABOUT US PARTNERS NEWS RESOURCES DATA CENTER CONTACT

... Value Added Agriculture

Our Advantages Our Community Our Organization

MVEDA Mesilla Valley Economic Development Alliance

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MVEDA Mid-Year Update Subject of February Luncheon

Stacy Lopez, President/CEO of the Mesilla Valley Economic Development Alliance (MVEDA), will provide a mid-year update on MVEDA's activities during the February Business in the Borderplex Forum, Lopez will also announce some new initiatives for FY '14. Due to conflicting events on its regular date, the luncheon will be held on Tuesday, February 11, 2014. [.]

[Read More](#)

Southwest Steel Coil Awarded JTIP Funding

Southwest Steel Coil Inc. in Santa Teresa was one of six New Mexico companies to be approved for funding from the New Mexico Development Department's Job Training Institute Program (JTIP) during its December meeting. The six companies were approved for 24 new jobs and 360-day training for 33 current employees in New Mexico. [.]

[Read More](#)

Cathy Swain Featured at High Tech

Event Registration

Business in the Borderplex Forum - February 11, 2014

Connect with Us

Recent News

MVEDA Mid-Year Update Subject of February Luncheon

Southwest Steel Coil Awarded JTIP Funding

Cathy Swain Featured at High Tech

Spencerport America Reveals Architectural Awards

Spencerport America Launches License Renewal by FAA

MVEDA Mesilla Valley Economic Development Alliance

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Data Center

The MVEDA Data Center is an online resource that provides a wealth of information to assist new and expanding industries in the decision-making process. Included in the Data Center are:

- Regional Profile: A 20-page summary of our most requested information in a printable format.
- Labor Market: Current and historical employment statistics, occupational and industry distribution, and average industry wages.
- Economy: Sector employment, income and wages, and total regional gross receipts.
- ESRI Data: Historical and projected data for population, households, and business locations for various Data Area County combinations.
- Economic Indicators: Year-to-year comparisons at employment statistics, building permits and gross receipts.
- Education: Public school systems, colleges and universities and enrollment data.
- Transportation: Current and drive time to major cities, air and ground transportation options.
- Taxes & Incentives: State and local tax rates and incentive programs.
- Utilities: Local utility providers and capacities.
- Connectivity: Housing services, size of living and quality of life scores.
- Cost of Living Calculator: Compare Las Cruces cost of living to other metro's.
- Demographics: Geography, social, economic, and housing characteristics.
- Government: City and county government offices and contact information.
- Maps: General location and aerial maps.

MVEDA provides previous economic development centers for Las Cruces and Dona Ana County in southern New Mexico. If you don't find the information you need in our online

REGIONAL PROFILE
LABOR MARKET
ECONOMY
EDUCATION
TRANSPORTATION
ESRI DATA
DEMOGRAPHICS
TAXES & INCENTIVES
MAPS
UTILITIES
COMMUNITY
COST OF LIVING CALCULATOR
GOVERNMENT
POPULAR GOVERNMENT
Business Resource Guide
ESRI Data

MVEDA Mesilla Valley Economic Development Alliance

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Property Search

Search Property Listings Find a Professional

List View Map View

Active Property Listings

Select a listing to create reports or compare listings.

<input type="checkbox"/>		Remodeled Office Space For Lease on Amador 1216 W Amador Ave Las Cruces, NM 88005	Price: \$12 PSF (Annual) Lease Type: Net/Net Size: 1,554 SF Zoning: C2	Get More Info
<input type="checkbox"/>		Medical Office Space For Lease - 1150 Mail Drive 1150 Mail Dr Las Cruces, NM 88001	Price: \$11 PSF (Annual) Lease Type: Net/Net Size: 1,541 - 3,386 SF Zoning: O-2	Get More Info
<input type="checkbox"/>		9030 Advancement Ave 9030 Advancement Ave Las Cruces, NM 88007	Price: \$1,000,000 Size: 40,000 SF Land Size: 19 Acres Zoning: Sub Agri Call: [.]	Get More Info

National Print

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- NRG Energy
- Alaska Structures
- Sitel
- DARPA-Boeing
- Cyracom
- TE Connectivity
- Vangent
- NextEra Energy
- Convergys
- Sapphire Energy
- Pro's Ranch Market

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New Mexico

New Mexico Economic Development Department
1100 S. St. Francis Dr. #1090
Santa Fe, NM 87505
Jon Bevela, Secretary
505-327-9300



"This border zone extension complements our strategic efforts to develop the economy along our southern border."

— Gov. Susana Martinez, July 23, 2013, on a July 12 change that allows Mexican citizens with a tourist border crossing card to travel 55 miles into the US instead of 25 miles

Governor Susana Martinez (R) governor.nm.gov

Right-to-work state: **No**

Population 2012: 2,097,429 Population growth forecast 2013 thru 2017: 3.53% Median household income: \$49,195 Median age: 36.6

Work Force Education by Percentage



Rankings that Matter

GDP	37 (\$70,699*)
Business Tax Climate	36
Small Business Policy	27
Career Readiness Certificates	19 (16,058)
High School Graduation	50
Health	52

* Real GDP in US millions

Legislative Update

• In the final minutes of the 2013 session of the Legislature, a budget and a package of tax cuts were passed. The New Mexico Jobs Package reduces the tax rate on businesses from 7.6 percent to 5.6 percent, allows for a single sales tax option for manufacturers in New Mexico, and includes a combined reporting provision to address tax fairness issues with large retailers, while also providing an incentive

for these retailers to bring their non-retail operations to New Mexico. The package also includes film incentive legislation that preserves the predictability of the budget and while providing additional incentives to longer-term TV productions that shoot in the state; fixes the high-wage tax credit and tightens the manufacturing GRF legislation to ensure they apply to the intended activities.

LOGISTICS ZONE!

Looking for a sign of logistical advantages? Southern New Mexico is home to the largest Union Pacific intermodal facility in the nation. When combined with the advantages of a **foreign trade zone**, an **overweight cargo zone**, and over **three million square feet of bi-national industrial development**, Southern New Mexico's inland port provides the logistical advantages your company needs to compete at a global level. Just follow the signs.

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National Print

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Economic Developers Directory
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Top Site Selection Factors
Top States for Doing Business

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Close X

General Dynamics Information Technology Plans Expansion At Its Las Cruces, New Mexico, Campus

Area Development Online News Desk (12/03/2013)



EDITORS PICKS

- New Mexico Basic Business Taxes & Direct Financial Incentives 2012
- New Mexico Direct Financial Incentives 2012

General Dynamics Information Technology plans to add 20,000 square feet to its facility in Las Cruces, New Mexico, creating 200 additional jobs in the region.

"As a leader in the aerospace, healthcare, and defense industries, we are excited that General Dynamics Information Technology chose Las Cruces as the site of its latest expansion," said Governor Susana Martinez. "In addition to our efforts to develop a quality workforce, we're also working to improve our tax environment to place New Mexico high on the list for expansions or relocations for job creators."

The company is recruiting immediately to fill more than 200 back office support representative positions ranging from entry

News Items Around The Web Studies/Research

- Japan-Based DENSO Invests An Additional \$55 Million At Its Athens, Tennessee, Manufacturing Center 01/14/2014
- Oligomerix Relocates Corporate Headquarters To Valhalla, New York 01/14/2014
- Stuelken LLC Invests \$3.2 Million To Expand Its Greenville County, South Carolina, Manufacturing Campus 01/14/2014
- Janesville Acoustics Invests \$13.4 Million In Warrensburg, Missouri, Manufacturing Center 01/14/2014
- BioHarvest, A BioTechnology Firm, Relocates From Israel To Albany, New York 01/13/2014
- Medical Technology Company, Ottobock Healthcare, Expands Salt Lake City, Utah, Production Manufacturing Campus 01/13/2014
- AAIPharma Services Completes Expansion At Its Charleston, South Carolina, cGMP Parenteral Production Facility 01/13/2014

All News Items



TIPS: SEND US BUSINESS EXPANSION OR RELOCATION NEWS

CUSTOMIZED SOLUTIONS
BUILT TO MANUFACTURING

call for **entries**

Video and Photography Contest

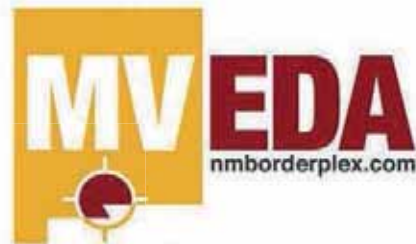
mi vida...
what I love about my life in Las Cruces

Cash and other Prizes will be awarded to top three selected winners in each of two categories.

Video - We will be accepting video shorts, no longer than 3 minutes

Photography - We will be accepting collections of up to three (3) still shots (edited or unedited)

Participants may submit in each category only once. See facebook for all contest rules and information.



Submissions accepted
from February 15, 2014
through May 1, 2014
through facebook

<https://www.facebook.com/nmborderplex?rf=154212871283344>





“Growing Wealth & Opportunity through Economic Based Expansion”

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Reasons to do business in the Borderplex

Looking for a reason to visit the Borderplex?

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\$1,000,000,000
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+
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Support provided by MV EDA

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- Virgin Galactic
- Alaska Structures
- DARPA-Boeing
- TE Connectivity
- NextEra Energy
- Sapphire Energy
- SunEdison
- NRG Energy
- Sitel
- Cyracom
- L&M Radiator
- Vangent
- Convergys
- Pro's Ranch Market

Images courtesy of Westport America, Virgin Galactic, Gateway To Space, Terminal Hangar Facility.

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