



**New Mexico** The smart move

[nmpartnership.com](http://nmpartnership.com)

With a little help from the New Mexico Partnership



**NM**partnership

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#### **About Us**

The New Mexico Partnership is your one stop shop for locating your business to New Mexico. We simplify the process by providing information on incentives, workforce training programs, industrial sites, and buildings. Please contact us to receive our confidential assistance in your decision process.

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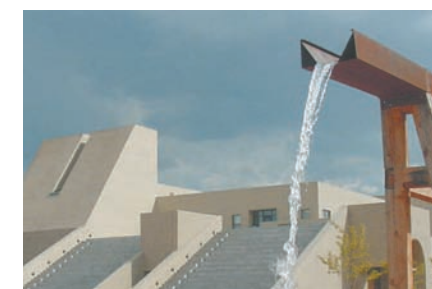
#### **New Mexico**

Top 10 America's Brainiest Community (BizJournals.com)  
3rd Best State for Cost of Labor (Business Facilities)  
5th Best State for Manufacturing Growth (Business Facilities)  
No. 1 Best Place for Business – Albuquerque (Forbes, 2006)  
No. 2 Best Small Place for Business – Las Cruces (Forbes, 2006)

Turns out, the smart move is also a very easy one.

*The New Mexico Partnership was created for the sole purpose of helping you move your business to a place that may have been on your mind for quite some time, New Mexico. We've done everything we can to make it easy. We've cut through the red tape and assembled incentive packages that are guaranteed to make any business stop and take notice.*

AS YOUR ONE STOP RESOURCE, THE NEW MEXICO PARTNERSHIP WILL BE HAPPY TO DISCUSS THE DETAILS OF THE PACKAGES THAT PERTAIN TO YOUR SPECIFIC INDUSTRY. WE'LL HELP YOU FIND THE RIGHT COMMUNITY THAT FEELS LIKE HOME BY ARRANGING TOURS OF AVAILABLE REAL ESTATE, SO YOU CAN PICK THE PERFECT SITE. WE'LL PROVIDE YOU WITH LABOR AND EDUCATION STATISTICS SO YOU CAN HIRE THE PEOPLE YOUR BUSINESS NEEDS TO THRIVE. IN FACT, WE'LL DO WHATEVER IT TAKES, SHORT OF HELPING YOU PACK, BECAUSE WE WANT TO BE THE FIRST OF MANY TO SAY, "WELCOME TO NEW MEXICO."





**The “Land of Enchantment” is also the land of opportunity.**

Not so long ago, the breathtaking scenery enchanted so many visitors we made it our state motto. Now it’s something far more pragmatic: an enchanting business climate that rivals our 340 days of sunshine.

You’ll find all the advantages you need to prosper right here. Our state and municipal governments are not only business friendly but also very accessible. They’ve reduced taxes and put together attractive incentives, including lucrative job training programs. Our land and energy costs are some of the lowest in the country. Our housing is exceptionally affordable, making it realistic for your employees to experience the joys of home ownership. Our workforce is well educated and eager. The University of New Mexico, New Mexico State University, Eastern New Mexico University, New Mexico Tech and Central New Mexico Community College have made sure of it. The New Mexico Lottery Scholarship allows students who graduate with a 2.5 GPA or better from New Mexico high schools to attend a state university or college tuition free.

**Not just a growing population, a population growing smarter.**

People are moving to the southwest in record numbers and New Mexico has plenty of room for them. They’re moving for the same reason you’re considering it – a quality lifestyle that’s hard to find anywhere else. There’s culture, arts and history, surrounded by a stunning landscape that invites you to come out and play.

Recently, the best selling book *The Rise of The Creative Class* ranked two New Mexico cities, Albuquerque and Santa Fe, #1 in their respective categories for attracting the best and brightest talent.

*Forbes* named Albuquerque the #1 city for business and career, and ranked Las Cruces and Santa Fe at the top of their list of smaller cities. None of this is news to us, but it’s nice others recognize it as well.

TOP 10 AMERICA’S BRAINIEST COMMUNITY (*BizJournals.com*)

3RD BEST STATE FOR COST OF LABOR (*Business Facilities*)

5TH BEST STATE FOR MANUFACTURING GROWTH (*Business Facilities*)

ALBUQUERQUE AS NO.1 BEST PLACE FOR BUSINESS (*Forbes, 2006*)





**THE LOWEST COST OF DOING BUSINESS OF ANY STATE AND THAT'S JUST FOR STARTERS.**

NORTH AMERICAN BUSINESS COST REVIEW & ECONOMY.COM STUDIED ALL THE FACTORS BEFORE THEY NAMED US #1 FOR THE LOWEST COST OF DOING BUSINESS. THEY LOOKED AT ENERGY COSTS, WORKER COMPENSATION AND TAXES. HERE'S WHAT THEY FOUND:

**Low Energy Costs**

According to the Department of Energy, our energy cost is 5% below the national and 19% below the regional average.

**Low Tax Burden**

Today, we have the sixth-lowest tax burden in the country. Our taxes are the lowest they've been in 20 years and are still trending down.

**Competitive Wages**

New Mexico has the 14th lowest worker's compensation.

**Affordable Real Estate and Cost of Living**

121,589 square miles makes New Mexico the fifth largest state, and that keeps the cost of real estate reasonably priced. The average price for commercial space is averaging only \$21.80/sqft for Class A and \$16.80/sqft for Class B space. Once we've identified your site requirements, we'll find a selection that will work for you.

**A Qualified, Productive Workforce**

New Mexico offers you a highly diverse, bilingual workforce. Our people are motivated, skilled and well educated. In fact, we have the highest number of PhDs per capita in the country.

**Efficient Market Access**

The southwest is the fastest growing region of the country and New Mexico is right at the heart of it. Three interstate freeways, I-25 (north-south), I-40 (east-west) and I-10 (east-west), give you direct access to the West Coast, Texas, the Midwest, and the international borders of Canada and Mexico. Both Union Pacific and BNSF Railroads provide rail access to companies in the state's border region. From New Mexico, it is possible to reach Texas, Arizona, Colorado, Kansas and Utah within one day's trucking, and California markets in two days.

**Growing Fiber Network**

The 11,000 mile national Lambda Rail Project runs right through New Mexico, both north-south and east-west. Called the "network of networks," it gives you access to the world at the speed of light. It's the nation's first 18-site Gigabit Ethernet switched network, with nine advanced Cisco CRS-1 routers that can serve both the experimental needs of the high-tech and research community and the production needs of the creative community.

**TAX CREDITS AND INCENTIVE PROGRAMS. BECAUSE IT TAKES MORE THAN JUST BEING A PRETTY PLACE.**

EVERYONE SAYS THEY'RE PRO BUSINESS. BUT WE REALLY ARE, WITH THE INCENTIVE PACKAGES TO PROVE IT. YOU'LL FIND TAX CREDITS ON EVERYTHING FROM HIGH WAGE JOBS TO RURAL JOBS. WE HAVE CHILD CARE TAX CREDITS, FILM PRODUCTION TAX REBATES AND RENEWABLE ENERGY PRODUCTION TAX CREDITS.

WE OFFER CREDITS TO SPECIFIC INDUSTRIES LIKE AEROSPACE, AVIATION, TECHNOLOGY, DISTILLING AND BREWING. THE NEW MEXICO PARTNERSHIP IS READY TO GIVE YOU ALL THE DETAILS ABOUT YOUR SPECIFIC INDUSTRY, BUT HERE'S A SAMPLE OF SOME OF OUR MOST POPULAR PROGRAMS:

**Job Training Incentives Program**

Widely regarded as one of the most effective in the country, this program reimburses employers for up to 50%-80% of an employee's salary for up to 6 months. It also covers a substantial portion of the cost of trainers, training materials and travel.

**High Wage Jobs Tax Credit**

This credit gives companies who hire employees at salaries of 28K or higher in rural areas and \$40K or higher in urban communities tax credits equal to 10% of the combined salary and benefits package for four consecutive years. Once the tax obligation is fulfilled, the state will pay the company the remaining balance.

**Industrial Revenue Bonds**

Our communities can issue IRBs to exempt a substantial portion of a company's property taxes on land, buildings and equipment. IRB's vary by community, but generally range from 50% for 20 years to 95% for 30 years.

**Rural Jobs Tax Credit**

For every job created in rural New Mexico, employers can receive a maximum credit of \$1000 per job for up to four consecutive years.

**Manufacturers' Investment Tax Credit**

Manufacturers may receive a tax credit equal to 5% of the value of the qualified equipment you bring and use in New Mexico.

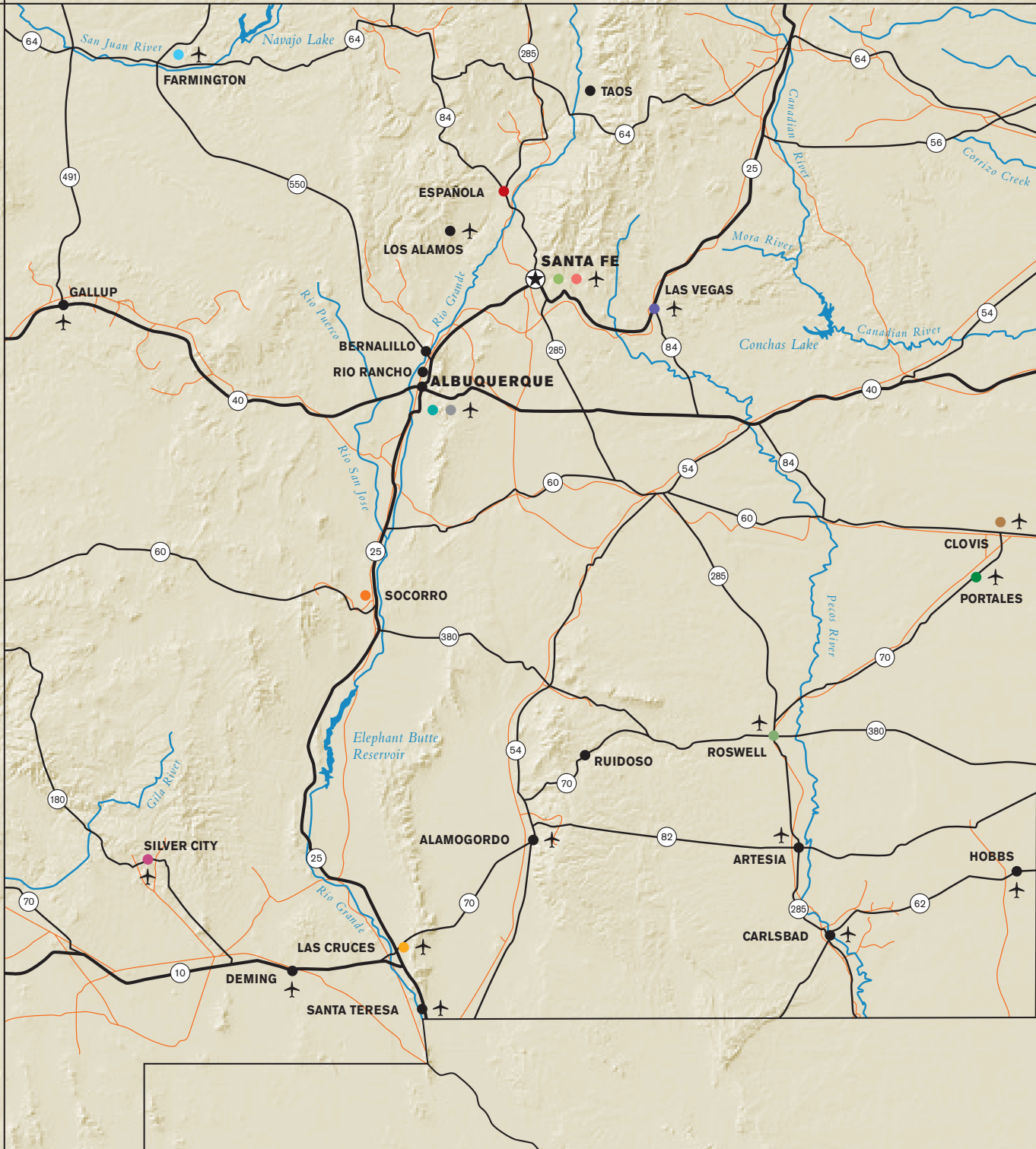
**Renewable Energy Tax Credits & Incentives**

New Mexico offers a variety of tax credits and incentives for renewable energy projects. The Renewable Energy Production Tax Credit offers each qualified energy generator a refundable income tax credit of \$.01 per kWh for the first 400,000 megawatt-hours of electricity produced for ten consecutive years, beginning with the first year of production. Also offered is the Advanced Energy Manufacturers Tax Credit. Ask us about how this incentive can benefit your business.

**Film Production Tax Credit & Film Investment Loan Program**

Our tax rebate, 25% on all film production expenditures, including New Mexico labor, that are subject to taxation by the State of New Mexico is both painless and beneficial. New Mexico also offers a loan for up to \$15 million per project, with backend participation in lieu of interest for qualifying feature films or television projects.

We believe in investment spending. That's why New Mexico is second in the nation in research and development intensity with almost \$5 billion spent on R&D every year.



"CHOOSING ALBUQUERQUE FOR OUR HEADQUARTERS HAS BEEN ONE OF THE BEST DECISIONS WE HAVE EVER MADE," SAID VERN RABURN, PRESIDENT AND CEO OF ECLIPSE AVIATION. "THE STATE OF NEW MEXICO HAS BEEN EXTREMELY SUPPORTIVE OF ECLIPSE, AND WE APPRECIATE THE CONTRIBUTIONS LOCAL LEADERS HAVE MADE TO OUR GROWTH AND SUCCESS OVER THE YEARS."

"WE WERE LOOKING TO EXPAND OUR MISSION CRITICAL OPERATIONS IN A NON-DISASTER PRONE WESTERN U.S. LOCATION THAT COULD ALSO MEET OUR BILINGUAL NEEDS; THE STATE OF NEW MEXICO MET THE CRITERIA REQUIRED FOR THIS BUSINESS STRATEGY." MICHAEL TROTTER, VICE PRESIDENT OF STRATEGIC DEVELOPMENT & PERFORMANCE, VERTEX OUTSOURCING (FORMERLY IEI FINANCIAL SERVICES)

"CHOOSING WHERE TO EXPAND OUR BUSINESS IS A CRITICAL, LONG-TERM, STRATEGIC DECISION THAT INVOLVES MANY FACTORS. AT THE END OF THE DAY, LOCATION FOR LOGISTICS AND AVAILABLE LABOR ARE THE ANTE INTO THE GAME. WHAT REALLY TIPS THE SCALES IN THE DECISION ARE THE RELATIONSHIPS DEVELOPED WITH STATE AND LOCAL OFFICIALS AND THE OVERALL ECONOMIC INCENTIVE PACKAGE. WHEN WE EVALUATED NEW MEXICO WE LOOKED AT THE BOTTOM LINE. HOWEVER, JTIP, HWJTC, IRBs AND RJTC STAND OUT IN THE PACKAGE." KEITH ALLMAN, EXECUTIVE VICE PRESIDENT, MERRILLAT CORPORATION

"STATE AND LOCAL GOVERNMENTS TEAMED UP TO PROVIDE US WITH A PROGRESSIVE PACKAGE OF TRAINING INCENTIVES AND INFRASTRUCTURE ASSISTANCE TO GET US UP AND RUNNING QUICKLY." MIKE PIANNA, VICE PRESIDENT OF MARKETING, PRECHECK

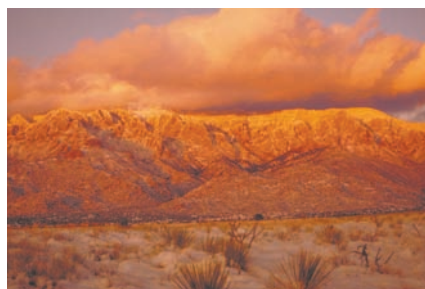
- ★ STATE CAPITAL
- CITY
- UNIVERSITY OF NEW MEXICO, ALBUQUERQUE
- NEW MEXICO STATE UNIVERSITY, LAS CRUCES
- EASTERN NEW MEXICO UNIVERSITY, PORTALES
- NORTHERN NEW MEXICO COLLEGE, ESPANOLA
- NEW MEXICO HIGHLANDS UNIVERSITY, LAS VEGAS
- NEW MEXICO TECH, SOCORRO
- CENTRAL NEW MEXICO COMMUNITY COLLEGE, ALBUQUERQUE
- SAN JUAN COLLEGE, FARMINGTON
- ST. JOHN'S COLLEGE, SANTA FE
- SANTA FE COMMUNITY COLLEGE, SANTA FE
- CLOVIS COMMUNITY COLLEGE, CLOVIS
- EASTERN NEW MEXICO UNIVERSITY - ROSWELL, ROSWELL
- WESTERN NEW MEXICO UNIVERSITY, SILVER CITY

# JOIN

THE LIST

The list of businesses we've helped make a smart move keeps getting longer and longer.

*Since we began in October 2003, the New Mexico Partnership has welcomed dozens of new companies and thousands of new jobs to the Land of Enchantment. We hope you'll join them. Just call us at the New Mexico Partnership or log onto [nmpartnership.com](http://nmpartnership.com).*



## New Mexico

### Workforce

- ONE OF THE MOST PRODUCTIVE WORKFORCES IN THE U.S.
- EASY TO RECRUIT WORKERS
- COMPETITIVE WAGES ACROSS ALL OCCUPATIONS
- ALBUQUERQUE RANKED AMONG TOP 10 OF AMERICA'S BRAINIEST CITIES (BIZJOURNALS.COM)
- NEW MEXICO RANKED 3RD BEST STATE FOR COST OF LABOR (BUSINESS FACILITIES)
- UNIVERSITIES AND COLLEGES PRODUCE STRONG GRADUATES

### Business Climate

- NEW MEXICO IS 6TH BEST STATE FOR LOW TAX BURDEN
- LOW ELECTRICITY COSTS
- ALBUQUERQUE RANKS AS #1 BEST PLACE FOR BUSINESS (FORBES, 2006)
- LAS CRUCES RANKS #2 SMALL PLACE FOR BUSINESS (FORBES, 2006)
- LOW REAL ESTATE COSTS
- FALLING CORPORATE TAXES OVER PAST 5 YEARS
- ALBUQUERQUE RATED #3 IN AFFORDABILITY AND LIVABILITY
- ACCESS TO GOVERNMENT

### Incentives

- MANUFACTURERS' INVESTMENT TAX CREDIT
- TECHNOLOGY JOBS TAX CREDIT
- HIGH WAGE JOB TAX CREDIT
- R&D TAX CREDIT
- PROPERTY TAX EXEMPTIONS
- INDUSTRIAL REVENUE BONDS
- JOB TRAINING INCENTIVES
- DOUBLE-WEIGHTED SALES FACTOR ON INCOME TAXES
- ADVANCED MANUFACTURING TAX CREDIT
- RURAL JOBS TAX CREDIT

### Geography

- LOW RISK OF NATURAL DISASTERS
- MOUNTAIN TIME ZONE
- MULTIMODAL RAIL HUBS
- PROXIMITY TO LARGE MAQUILADORA ECONOMY
- EXCELLENT WEATHER CONDITIONS
- SOUTHWESTERN LOCATION
- TOP 10 LOCATION FOR DATA CENTERS