



Reshoring Institute

NEW MEXICO

State Economic Survey and Incentive Comparison

CONTACT INFORMATION

This section will aid manufacturers in identifying helpful contact information during consideration of your state for relocation.

Your Name: Ryan Eustice

Your Phone Number: 505-827-2191

Your Email Address:
ryant.eustice@state.nm.us

US State Name: New Mexico

State Abbreviation: NM

State Economic Development Web Address:
<https://gonm.biz/>

State Economic Development Email Address:
Angela.Heisel@state.nm.us

State Economic Development Phone Number:
505-827-0300

Additional Relevant Links for Relocating Companies:
<http://www.nmpartnership.com/>

INCOME AND OUTPUT

This section highlights your state's productivity and income to provide an understanding of the amount of business conducted and the rate of growth for businesses and individuals.

Gross Domestic Product, in millions: \$92.231 billion

Gross Domestic Product % Growth: -2.7%

Per Capita Personal Income (*GDP/Population) *This is often used as a standard of living measurement:* \$38,457

Per Capita Personal Income % Change: 3.7%

WORKFORCE

This section gives manufacturers an idea of the industry's environment in your state, including the makeup of the available workforce, the labor requirements, and recent trends.

Total Population: 2,085,109

Total Civilian Labor Force: 919,889

Total Number of Persons Employed: 859,242

Total Number of Persons Unemployed: 60,647

Unemployment Rate %: 6.6%

Manufacturing Employment: 27,600

Professional and Business Services Employment: 99,500

State Right-to-Work Law Y/N: N

Large Factory Openings during Previous year: MCS, Santa Teresa

Large Factory Closures during Previous year: No

EDUCATION

This section provides further insight into the potential workforce education levels, advanced areas of education, and partnerships between higher education and industry for insight into quality of labor force and growth sustainability.

% High School Diploma or More: 84%

% Bachelor's Degree or Higher: 26.1%

Enrollment in Higher Education Institutions: 147,898

Science and Engineering Graduate Students: 3,905

List of High school, College, or University Manufacturing Partnership Programs *These are partnerships with manufacturers to help train future employees in certain skills:* New Mexico Manufacturing Extension Partnership, University of New Mexico's Manufacturing Engineering Program

List of Additional Manufacturing Training Programs:

School Name/Location	Phone	Program Name	Web address
New Mexico Junior College	575-392-4510	Environmental Control Technologies/Technicians, Other	www.nmjc.edu
San Juan College	505-326-3311	Solar Energy Technology/Technician	www.sanjuacollege.edu
Central New Mexico Community College	505-224-3000	Solar Energy Technology/Technician	www.cnm.edu
Santa Fe Community College	505-428-1000	Architectural Engineering Technology/Technician	www.sfcc.edu
Western New Mexico University	505-538-6336	Energy Management and Systems Technology/Technician	www.wnmu.edu
Santa Fe Community College	505-428-1000	Solar Energy Technology/Technician	www.sfcc.edu
Clovis Community College	800-769-1409	Solar Energy Technology/Technician	www.clovis.edu
New Mexico State University-Dona Ana	575-527-7500	Biomedical Technology/Technician	dacc.nmsu.edu/

New Mexico State University- Alamogordo	575-439-3600	Biomedical Technology/Technician	nmsua.edu
Central New Mexico Community College	505-224-3000	Laser and Optical Technology/Technician	www.cnm.edu
Santa Fe Community College	505-428-1000	Energy Management and Systems Technology/Technician	www.sfcc.edu
Eastern New Mexico University- Roswell Campus	575-624-7000	Solar Energy Technology/Technician	www.roswell.enmu.edu
Navajo Technical University	505-786-4100	Solar Energy Technology/Technician	www.navajotech.edu
Luna Community College	505-454-2500	Solar Energy Technology/Technician	www.luna.edu

List of Future Planned Manufacturing Training Programs *If known please include expected implementation date:*

COST OF DOING BUSINESS

This section highlights the costs associated with doing business in your state including taxes, wages, insurance, and energy expenses.

State Corporate Income Tax %: 4.8% to 6.6%

State Individual Income Tax %: 1.7% to 4.9%

State Level Sales Tax %: 5.125%

State Use Tax: 5.125%

Unemployment Insurance Tax % (estimate): 0.10% to 5.40%

Additional Relevant Taxes:

Workers' Compensation Employer Insurance Costs per \$100 of Payroll: \$1.99

Average Industrial Electric Rate: 5.80 cents per kilowatt hour

Average Price of Natural Gas Delivered to Industrial Consumers: 4.95 dollars per thousand cubic feet

Average Hourly Earnings of Production Workers in Manufacturing: \$28.50

Minimum Wage (current): \$7.50

Pending Legislation Regarding Minimum Wage: Not at this time

If you answered YES to the above question, What is the proposed minimum wage?:

If you answered YES to the above question, What is the legislative bill number?:

ENTREPRENEURSHIP AND INNOVATION

This section underscores the successes of your state in terms of business innovation through awards, venture capital, and intellectual property attainment.

Total Small Business Innovation Research (SBIR) Awards *Found at:* https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105791: do these

Total Small Business Technology Transfer (STTR) Awards *Found at:* https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105792:

Venture Capital Deals, in millions:

% of State with Internet Accessibility: 68.1%

Newly Registered Businesses:

Newly Registered Patents: 455

FOREIGN DIRECT INVESTMENT

This section provides insight into the amount of current investment overseas and the potential state market for manufacturers to reshore.

Foreign Direct Announcements:

CN Wire opening plant in Santa Teresa. See <http://www.bizjournals.com/albuquerque/blog/morning-edition/2014/06/cn-wire-opening-plant-in-santa-teresa.html>

Foreign Direct Employment: 20,700 see <http://ofii.org/resources/jobs-by-state/new-mexico>

Foreign Direct Investment, in millions:

TRANSPORTATION AND INFRASTRUCTURE

This section sheds light on the basic infrastructure of your state and what a company can expect in terms of the logistics of shipping their product.

Number of major 2 or 4-Lane Highways running through state: U.S. 60, 70, 285

Number of major railways going through state: Union Pacific and BNSF

Number of major ports connected to state: 3 international ports-of-entry at Antelope Wells, Columbus and Santa Teresa

Number of airports throughout state: 64

Number of International airports throughout state: 1

Number of distribution centers:

Number of foreign trade zones: 2 FTZs: #110 in Albuquerque and #197 in Santa Teresa

INCENTIVES

Different states offer different incentives to entice companies to move to their state. This section will allow you to highlight these incentives.

Pending Legislation

Proposed Incentives Currently Pending Approval (Y/N): N

If you answered YES above, Please describe the pending incentives including the bill number if applicable:

Cash Incentives

Does your state provide any CASH incentives? (Y/N): N

If you answered YES above, Please provide details of this incentive including the contact information and website if applicable:

State Tax Credits

Does your state provide any Tax Credit incentives? (Y/N): Y

If you answered YES above, Please describe the available tax credits:

High Wage Jobs Tax Credit

A taxpayer who is an eligible employer may apply for and receive a tax credit for each new high-wage economic-base job. The credit amount equals 10% of the wages and benefits paid for each new economic-base job created.

Qualified jobs:

- Pays at least \$28,000/year in a community with a population of less than 40,000 for jobs created prior to June 30, 2015 or \$40,000/year for jobs created after July 1, 2015
- Pays at least \$40,000/year in a community with a population of 40,000 or for jobs created prior to June 30, 2015 or \$60,000/year for jobs created on or after July 1, 2015
- Occupied for at least 48 weeks by the employee

The new wage thresholds apply to jobs created on or before July 1, 2015. The lower thresholds apply to jobs created before July 1, 2015 for the duration of the four qualifying periods.

Qualified employers:

- Made more than 50% of its sales to persons outside New Mexico during the most recent 12 months of the employer's modified combined tax liability reporting periods ending prior to claiming this credit
- Are eligible for the Job Training Incentive Program
- Are growing with employment greater than the previous year

Qualified employers can take the credit for 4 years. The credit may only be claimed for up to one year after the end of the four qualifying periods. The credit can be applied to the state portion of the gross receipts tax, compensating tax and withholding tax. Any excess credit will be *refunded to the taxpayer*. The credit shall not exceed \$12,000 per year, per job.

Qualified employees:

- Must be a resident of New Mexico

- Cannot be a relative of the employer or own more than 50% of the company

Rural Jobs Tax Credit

This credit can be applied to taxes due on (state) gross receipts, corporate income, or personal income tax. Rural New Mexico is defined as any part of the state other than Los Alamos County; certain municipalities: Albuquerque, Rio Rancho, Farmington, Las Cruces, Roswell, and Santa Fe; and a 10-mile zone around those select municipalities.

Company eligibility:

- Companies that manufacture or produce a product in New Mexico
- Non-retail service companies that export a substantial percentage of services out of state (50% or more revenues and/or customer base).
- Certain green industries

The rural area is divided into two tiers:

- Tier 2 = Non-metro area municipalities that exceed 15,000 in population: Alamogordo, Carlsbad, Clovis, Gallup, and Hobbs;
- Tier 1 = Everywhere else in a rural area

The maximum tax credit amount with respect to each qualifying job is equal to:

- Tier 1: 25% of the first \$16,000 in wages paid for the qualifying job (may be taken at \$1,000 per year for four years)
- Tier 2: 12.5% of the first \$16,000 in wages paid for the qualifying job (may be taken at \$1,000 per year for two years)

A qualifying job is a job filled by an eligible employee for 48 weeks in a 12-month qualifying period.

The credit may be carried forward for up to 3 years.

Technology Jobs and Research and Development Credit

A taxpayer who conducts qualified research and development at a facility in New Mexico, except at a facility operated for the U.S. government, may claim a basic credit equal to 5% (4% before January 1, 2016) of qualified expenditures (this is doubled to 8% when the qualified facility is in a rural area) against GRT, compensating tax, or withholding tax.

The taxpayer may qualify for an additional 4% credit against PIT and CIT liabilities by raising its in-state payroll \$75,000 for every \$1 million in qualified expenditures claimed. This credit also doubles if the qualified facility is in a rural area.

The 2015 amendment excludes local option gross receipts tax from the taxes that the basic credit may be claimed against. IT also requires separate reporting by the taxpayer.

Qualified research and development small business is defined as a taxpayer that:

- (1) Employed no more than fifty employees as determined by the number of employees for which the taxpayer was liable for unemployment insurance coverage in the taxable year for which an additional credit is claimed;
- (2) Had total qualified expenditures of no more than five million dollars (\$5,000,000) in the taxable year for which an additional credit is claimed; and
- (3) did not have more than 50% of its voting securities or other equity interest with the right to designate or elect the board of directors or other governing body of the business owned directly or indirectly by another business; Prior to January 1, 2016 the credit is not refundable but may be carried forward as long as needed.

Starting January 1, 2016 the credit is refundable if the taxpayer's total qualified expenditures for the taxable year for which the claim is made is:

- (1) Less than \$3 million, the excess additional credit shall be refunded to the taxpayer;

(2) Greater than or equal to \$3 million and less than \$4 million, two-thirds of the excess additional credit shall be refunded to the taxpayer; and

(3) Greater than or equal to \$4 million and less than or equal to \$5 million, one-third of the excess additional credit shall be refunded to the taxpayer.

Investment Tax Credit for Manufacturers (*Investment Credit Act*)

Manufacturers may take a credit against gross receipts, compensating or withholding taxes equal to 5.125% of the value of qualified equipment when the following employment conditions are met:

- For every \$500,000 of equipment, one employee must be added up to \$30 million; and
- For amounts exceeding \$30 million, one employee must be added for each \$1 million of equipment

The credit may (also) be claimed for equipment acquired under an IRB. This is a double benefit because no gross receipts or compensating tax was paid on the purchase or importation of the equipment.

The manufacturer simply reduces its tax payment to the state (by as much as 85% per reporting period) until the amount of investment credit is exhausted. There also are provisions for issuing a refund when the credit balance falls under \$500,000. The credit does not apply against local gross receipts taxes.

Single Sales Factor Election

Beginning January 1, 2014, New Mexico will begin phasing in a single sales factor apportionment methodology for corporations whose principal business activity is manufacturing.

For the purposes of apportioning income, “manufacturing” excludes construction, farming, power generation, and processing natural resources including hydrocarbons.

Five-Year Policy Changes:

Year	Apportionment
2014	Double-Weighted Sales
2015	Triple-Weighted Sales
2016	70% Sales
2017	80% Sales
2018	Single Sales Factor

Angel Investment Credit

A taxpayer who files a New Mexico income tax return and who is a “qualified investor” may take a tax credit of up to \$25,000 (25% of a qualified investment of not more than \$100,000) for an investment made in a New Mexico company that is engaging in high-technology research or manufacturing. The taxpayer may claim the angel investment credit for up to two qualified investments in a taxable year, provided that each investment is in a different qualified business. Any portion of the tax credit remaining unused at the end of the taxpayer’s taxable year may be carried forward for three consecutive years.

Child Care Corporate Income Tax Credit

Corporations providing or paying for licensed child care services for employees’ children under 12 years of age may deduct 30% of eligible expenses from their corporate income tax liability for the taxable year in which the expenses occur. For a company operating a value-added day care center for its employees, this credit reduces the cost to provide this benefit to employees. The corporate income tax credit is 30% of eligible costs up to \$30,000 in any taxable year.

Unused credit amounts may be carried forward for three years.

Advanced Energy Deduction and Advanced Energy Tax Credit

Receipts from selling or leasing tangible personal property or services that are eligible generation plant costs to a person that holds an interest in a qualified generating facility are deductible from gross receipts and compensating tax. In addition, a taxpayer who holds an interest in a qualified generating facility in New Mexico that files a corporate income tax return may claim a credit for six percent (6%) of the eligible generation plant costs of a qualified facility.

Alternative Energy Product Manufacturers Tax Credit

Manufacturers of certain alternative energy products may receive a tax credit not to exceed five percent (5%) of qualified expenditures for purchase of manufacturing equipment used in the manufacturing operation. This credit is designed to stimulate the development of new alternative energy manufacturing facilities.

Biodiesel Blending Facility Tax Credit

An operator of a refinery in New Mexico, any person who blends special fuel in New Mexico, or the owner of special fuel stored at a pipeline terminal in New Mexico, who installs biodiesel blending equipment for the purpose of establishing or expanding a facility to produce blended biodiesel fuel is eligible to claim a credit against gross receipts tax or compensating tax. A certificate of eligibility must be obtained from the Energy, Minerals, and Natural Resources Department to apply for this credit. The credit is equal to 30% of the purchase cost of the equipment plus 30% of the cost of installing that equipment. The credit cannot exceed \$50,000 with respect to equipment installed at any one facility. The credit may be applied against the taxpayer's gross receipts tax liability or compensating tax liability. The credit may be carried forward for four years from the date of the certificate of eligibility.

Renewable Energy Production Tax Credit

A corporate or personal taxpayer who owns a qualified energy generator is eligible for a tax credit in an amount equal to one cent (.01) per kilowatt hour of electricity produced by the qualified energy generator using a qualified energy resource in the tax year. A variable rate of credit is added for electricity produced using solar energy. The rate starts at 1.5 cents in the first year of operation and increases in increments of ½ cent each of the next five years, to a maximum of four cents, and then will decline by 1/2 cent per year in the next four years to two cents in the tenth year of operation. The one cent per kilowatt hour rate applies for all other qualified energy generation facilities. The facility must generate a minimum of one megawatt. The total amount of electricity that can qualify for the corporate and individual income tax credits is two million megawatts for wind and biomass with an additional 500,000 megawatt hours allowed for solar-generated power.

State Tax Exemptions

Does your state provide any Tax Exemptions? (Y/N): Y

If you answered YES above, Please describe the available tax exemptions:

Consumables Gross Receipts Tax Deduction for Manufacturers

In the 2012 legislative session the New Mexico Legislature passed, and Governor Martinez signed into law, an expansion to the deduction for the sale of tangible personal property to manufacturers. A seller may deduct receipts from sales to a manufacturer of tangible personal property that becomes an ingredient or component part of a manufactured product.

The deduction is phased in as follows:

- 20% of receipts received in calendar 2013
- 40% in 2014
- 60% in 2015
- 80% in 2016
- 100% of receipts after January 1, 2017

For the purposes of this deduction, “consumable” is defined as tangible personal property that is incorporated into, destroyed, depleted, or transformed in the process of manufacturing a product, including electricity, fuels, water, manufacturing aids and supplies, chemicals, gases, repair parts, spares, and other tangibles used to manufacture a product.

Biomass-Related Equipment and Materials Deduction

The value of equipment such as a boiler, turbine-generator, storage facility, feedstock processor, interconnection transformer or biomass material used for bio-power, bio-fuels, or bio-based products may be deducted in computing the compensating tax due.

Agricultural Business Tax Deductions and Exemptions

1. Feed for livestock, including the baling wire or twine used to contain the feed, fish raised for human consumption, poultry or animals raised for hides or pelts and seeds, roots, bulbs, plants, soil conditioners, fertilizers, insecticides, germicides, insects, fungicides, weedicides and water for irrigation
2. Warehousing, threshing, cleaning, harvesting, growing, cultivating or processing agricultural products including ginning cotton and testing and transporting milk
3. Feeding, pasturing, penning, handling or training livestock and, for agribusinesses, selling livestock, live poultry and unprocessed agricultural products, hides and pelts
4. Fifty percent (50%) of receipts from selling agricultural implements, farm tractors or vehicles
5. Receipts from sales of veterinary medical services, medicine or medical supplies used in the medical treatment of cattle if the sale is made to one of the following:
 - a. A person engaged in the business of ranching or farming, including dairy farmers
 - b. A veterinarian who is providing veterinary medical services, medicine or medical supplies in the treatment of cattle owned by a person engaged in the ranching or farming business

Aircraft Deductions

- Receipts from selling aircraft parts or maintenance services for aircraft or aircraft parts
- Receipts of an aircraft manufacturer from selling aircraft flight support, pilot training or maintenance training services
- Receipts from the sale of or from maintaining, refurbishing, remodeling or otherwise modifying a commercial or military carrier over 10,000 pounds gross landing weight
- Fifty percent (50%) of gross receipts from selling other aircraft
- Fifty-five percent (55%) of the receipts from selling jet fuel for use in turboprop or jet engines until June 30, 2017; forty percent (40%) after June 30, 2017

Directed Energy and Satellites Deduction

Receipts from the sale of qualified research and development services and qualified directed energy and satellite-related inputs to the Department of Defense may be deducted from gross receipts.

Military Acquisition Program Tax Deduction

Receipts from transformational acquisition programs performing research and development, testing, and evaluation at New Mexico major range and test facility bases pursuant to contracts entered into with the U. S. Department of Defense may be deducted from gross receipts.

Research and Development Tax Deduction

Aerospace services are the research and development services sold or for resale to an organization for resale by the organization to the U.S. Air Force. When R&D services are sold to Phillips Laboratory for resale to the Air Force, the seller’s receipts are deductible. If the R&D services are sold to an intermediary for resale to Phillips Laboratory for resale to the Air Force, those receipts are also deductible.

Space Gross Receipts Tax Deductions

There are four separate deductions connected with the operation of a spaceport in New Mexico. The four deductions are:

1. Receipts from launching, operating or recovering space vehicles or payloads
2. Receipts from preparing a payload in New Mexico
3. Receipts from operating a spaceport in New Mexico
4. Receipts from the provision of research, development, testing and evaluation services for the United States Air Force Operationally Responsive Space Program

“Space” is defined as any location beyond altitudes of 60,000 feet above mean sea level. “Payload” means a system, subsystem or other mechanical structure designed and constructed to perform a function in space. “Space operations” is defined as the process of commanding and controlling payloads in space. “Spaceport” is defined as the installation and related facilities used for the launching, landing, operating, recovering, servicing and monitoring of vehicles capable of entering or returning from space.

Texas/Mexico Border Residents’ Tax Exemption

Non-resident employees may allocate their compensation to their home state. Since Texas does not have a personal income tax, Texas residents working at the New Mexico enterprise will not have to pay any state income tax on their compensation from the enterprise. The enterprise must be in the manufacturing business, physically located within 20 miles of the Mexican border, have at least 5 employees who are New Mexico residents and not be receiving *Job Training Incentive Program* funds.

Beer and Wine Producers Preferential Tax Rate

Microbreweries producing less than 5,000 barrels of beer annually and small wineries producing less than 560,000 liters of wine per year qualify for a preferential tax rate.

The Liquor Excise Tax Act imposes taxes on beer, wine and spirituous liquors. The basic tax rate for wine is 45 cents per liter. Wine produced by a small vintner carries a tax of 10 cents per liter on the first 80,000 liters and 20 cents on production over that level up to 560,000 liters. The basic tax rate for beer produced by a brewery is 41 cents; beer produced by a microbrewery (producing less than 5,000 barrels annually) is taxed at 8 cents per gallon.

Financial Management Tax Credit

Receipts from fees received for performing management or investment advisory services for a related mutual fund, hedge fund or real estate investment trust may be deducted from gross receipts.

Locomotive Fuel Gross Receipts & Compensating Tax Exemption

Receipts from the sale of fuel to a common carrier to be loaded or used in a locomotive engine may be deducted from the gross receipts and the value of fuel sold to a common carrier to be loaded or used in a locomotive engine may be deducted in computing the compensating tax. “Locomotive engine” is defined as a wheeled vehicle consisting of a self-propelled engine that is used to draw trains along railway tracks. To be eligible, the fuel sold must be used or loaded by a common carrier that: (1) after July 1, 2011, made a capital investment of one hundred million dollars (\$100,000,000) or more in new construction or renovations at the railroad locomotive refueling facility in which the fuel is loaded or used; or (2) on or after July 1, 2012, made a capital investment of fifty million dollars (\$50,000,000) or more in new railroad infrastructure improvements, including railroad facilities, track, signals and supporting railroad network, located in New Mexico; provided that the new railroad infrastructure improvements are not required by a regulatory agency to correct problems, such as regular or preventive maintenance, specifically identified by that agency as requiring necessary corrective action.

Rural Software Development Gross Receipts Tax Deduction

Receipts from the sale of software development services may be deducted from gross receipts tax when the service is performed in a rural area. Software development services include custom software design and development and web site design and development, but does not include software implementation or support services. A rural area is defined

as any not within the municipal boundaries of the cities of Albuquerque, Las Cruces, Rio Rancho and Santa Fe are not eligible for this deduction.

Web Hosting Gross Receipts Tax Deduction

Receipts from hosting World Wide Web sites may be deducted from gross receipts. Hosting means storing information on computers attached to the internet.

State Grants

Does your state provide any Grant incentives? (Y/N): Y

If you answered YES above, Please describe the available grants:

Local Economic Development Act Fund (LEDA)

LEDA serves as New Mexico's closing fund and under this program, the state grants funds to local governments (county, municipality, or tribal entity) to help stimulate economic development efforts and funds are provided on a reimbursable basis only. The fund has an appropriation of \$50 million that can be used for land, building and infrastructure.

State Loans

Does your state provide any Low-Interest Financing incentives? (Y/N):

If you answered YES above, Please describe the available financing opportunities:

Training Programs

Does your state provide any Specialized Training Program incentives? (Y/N): Y

If you answered YES above, Please describe the available training programs:

Job Training Incentive Program

New Mexico has one of the most generous training incentive programs in the country. The Job Training Incentive Program (JTIP) funds classroom and on-the-job training for newly-created jobs in expanding or relocating businesses for up to 6 months.

The program reimburses 50-75% of employee wages. Custom training at a New Mexico public educational institution may also be reimbursed.

The New Mexico State Legislature created JTIP, formerly known as the Industrial Development Training Program, or "in plant training," in 1972. Since then, JTIP has supported the creation of *more than 44,000* jobs for New Mexicans in *nearly 1,400* businesses across the state.

Who Qualifies

Eligibility for JTIP funds depends on the company's business, the role of the newly-created jobs in that business, and the trainees themselves.

Company Eligibility

Businesses eligible for consideration include:

- Companies that manufacture or produce a product in New Mexico
- Non-retail service companies that export a substantial percentage of services out of state (50% or more of revenues and/or customer base). Customer support centers and product testing laboratories are 2 examples of businesses that have qualified in this category
- Certain green industries

The company must be financially sound and must be creating new jobs as a result of expansion or relocation to the state of New Mexico.

Businesses in certain industries are not eligible. Some examples are agriculture, construction, extractive industries, gambling, health care and retail.

Job Eligibility

Jobs eligible for funding through JTIP must be:

- Full time (minimum of 32 hours per week)
- Year-round
- Directly related to the creation of the product or delivery of the service. (1 in 5 positions applied for may be outside product/service creation). Typical examples include marketing, sales, and general administration
- Manufacturing examples: production worker, electronic equipment assembler, first line supervisor, industrial engineering technician, R&D scientists, and engineers
- Service examples: customer service representative, environmental engineering technician, executive recruiter
- Trainees must be guaranteed full-time employment upon successful completion of the training program
- Intern positions are eligible

Trainee Eligibility

To be eligible for funding under JTIP, trainees must:

- Be new hires to the company
- Have been residents of the state of New Mexico for at least 1 year at any time prior to employment
- Not have left high school in the 3 months prior to employment, unless they have graduated or completed a GED

Reimbursable Training Costs

JTIP funds 3 types of training:

- Custom classroom training at a public educational institution
- Structured on-the-job training (OJT)
- A combination of classroom training and OJT

The following are eligible for reimbursement:

- A portion of trainee wages (50-75% depending on location) for up to 6 months
 - Jobs with entry wages that align with the High Wage Job Tax Credit are eligible for an additional 5% reimbursement
 - Companies that utilize the WorkKeys® assessment tools as part of their hiring process, hire trainees who have graduated within the past twelve months from a NM institution of higher education or who are U.S. Veterans may be eligible for an additional 5% reimbursement above the standard rates.
- Cost of custom classroom training at a public educational institution

Expenses are reimbursed after training is completed.

Rapid Workforce Development Fund

In FY 2016, New Mexico created a discretionary \$1.25 million rapid workforce development fund for companies to quickly find trained employees in specialized areas. The fund is used to finance and create technology certificate programs and other training for workers in targeted fields to help new companies and existing ones that want to grow.

Zoning

Does your state provide any Special Zoning incentives? (Y/N):

If you answered YES above, Please describe the available special zoning opportunities:

State Marketing and Promotions

Does your state provide any Marketing and Promotional incentives? (Y/N):

If you answered YES above, Please describe the available special marketing or promotional opportunities:

Innovation Centers

Does your state have Innovation Centers or Additional Resource available for companies? (Y/N):

If you answered YES above, Please describe the available innovation centers or additional resources:

REGIONAL INFORMATION

Many states have "regions" that specialize in certain industries such as automotive in Detroit or high tech in Silicon Valley. This section is to help you highlight these regions. If your state doesn't have any special regions please skip this page.

Please note that a "region" could be an area, county, city etc...

Region One

Name of Region (This can include nicknames such as Silicon Valley):

Does this region have a designated web site? (Y/N):

If you answered YES to the question above, What is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto):

What industry or industries are prominent in this region?

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution Centers
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:*

Are there any special programs or incentives for companies wanting to move to this region? (Y/N):

If you answer YES to the question above, Please list the programs or incentives for this region if not already mentioned

in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:*

If you answer YES to the question above, Please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region?

Region Two

Name of Region (This can include nicknames such as Silicon Valley):

Does this region have a designated web site? (Y/N):

If you answered YES to the question above, What is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto):

What industry or industries are prominent in this region?

- | | | |
|----------------------------------|------------------------------------|-------------------------------|
| Aerospace | • Computer and Electronic Products | • Paper |
| Apparel | • Distribution Centers | • Plastics |
| Appliances | • Food or Beverage | • Telecom |
| Automotive | • Furniture | • Toys or Children's Products |
| Biomedical | • Machinery and Capital Equipment | • Warehousing |
| Building Materials and Equipment | | • Other: |

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:*

Are there any special programs or incentives for companies wanting to move to this region? (Y/N):

If you answer YES to the question above, Please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:*

If you answer YES to the question above, Please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region?

Region Three

Name of Region (This can include nicknames such as Silicon Valley):

Does this region have a designated web site? (Y/N):

If you answered YES to the question above, What is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto):

What industry or industries are prominent in this region?

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution Centers
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- Telecom
- Toys or Children's Products
- Warehousing
- Other:

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:*

Are there any special programs or incentives for companies wanting to move to this region? (Y/N):

If you answer YES to the question above, Please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:*

If you answer YES to the question above, Please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region?

AMERICAN MADE LABEL REQUIREMENTS

Federal Trade Commission oversees "Truth in Advertising" regulations including promotion or disclosure of products displaying "Made in USA" labeling. FTC requires products advertised as "Made in USA" be "all or virtually all" made in the U.S. "all or virtually all" means the product should contain no – or negligible – foreign content.

Made In USA Requirements

Does your state have any specific requirements for labeling products "Made in USA"? (Y/N):

If you answered YES to the question above, What are the requirements for labeling products "Made in USA":

Is there pending legislation regarding these requirements? (Y/N):

If you answered YES to the question above, Please describe the proposed legislation including the bill number:

Made In YOUR STATE Requirements

Does your state have any specific requirements for labeling products "Made in YOUR STATE"? (Y/N):

If you answered YES to the question above, What are the requirements for labeling products "Made in YOUR STATE":

Is there pending legislation regarding these requirements? (Y/N):

If you answered YES to the question above, Please describe the proposed legislation including the bill number:

Is there an organization or entity that monitors state labeling? (Y/N):

If you answered YES to the question above, Please provide the name and contact information for the the organization or entity:

Date of Submission: August 24, 2016

Thank you for your time. Please email your responses to ireed@reshoringinstitute.org and your responses will be recorded and available online for review at www.reshoringinstitute.org.