

Albuquerque MSA Location Profile

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Albuquerque MSA Location Profile

Location

Accessibility

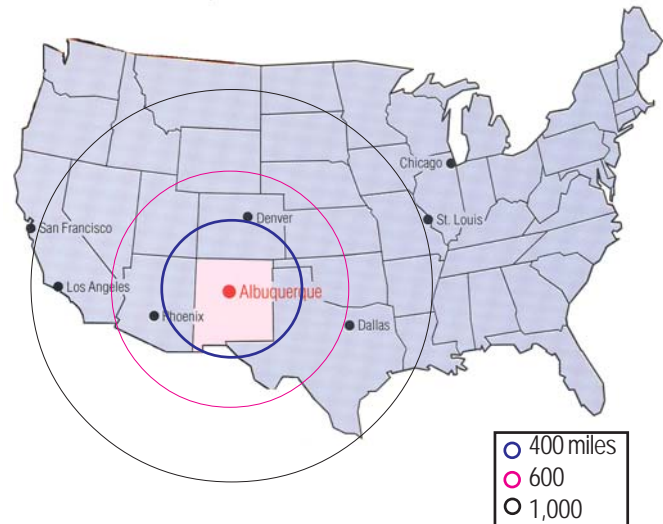
Albuquerque is the economic and geographic center of New Mexico. The city's Sunbelt location provides excellent access to market centers in the Southwest, Central, and Western United States. Interstate 40 and Interstate 25 intersect in Albuquerque providing fast access in all directions.

The city is a registered U.S. Port of Entry with its own customs facility, enabling freight cargo to be shipped directly and duty paid locally. In addition, Albuquerque has a designated Foreign Trade Zone, allowing goods to be stored or manufactured in the zone by foreign or domestic business without U.S. customs duty being imposed.

Principal Cities And Relational Distances

Albuquerque is in the heart of the Southwest, and its proximity to principal Western cities makes it an ideal location for transportation and distribution.

<u>From Albuquerque to:</u>	<u># of miles</u>
Denver	437
Phoenix	458
Las Vegas	586
Salt Lake City	604
Dallas	644
San Antonio	730
Los Angeles	811
San Diego	816
Houston	987
St. Louis	1042
San Francisco	1109
New Orleans	1157
Atlanta	1269
Chicago	1312
Seattle	1453
New York	1997



The International Herald Tribune has recognized the Albuquerque International Sunport as the “least stressful” airport in the world, based on traveler responses assessing the services and experiences encountered at several airports around the world.

Albuquerque MSA Location Profile

Transportation

Air Transportation

Albuquerque International Sunport is served by eight major airlines and four regional airline service providers. Southwest Airlines is Albuquerque’s largest carrier, handling a little more than 50% of the airport’s 6.1 million passengers. Because of the city’s temperate climate, the Sunport has reported just two temporary runway closures over the past 10 years due to inclement weather.



Albuquerque International Sunport

Airlines

American Airlines
Continental Airlines
Delta Airlines

Frontier Airlines
Great Lake Airlines
Northwest Airlines

Southwest Airlines
United Airlines
US Airways

Nonstop Destinations

Albuquerque offers nonstop service to twenty-six cities, including Chicago, Dallas, Los Angeles, and Atlanta.



Albuquerque MSA Location Profile

Transportation / Geography



Two major highways (I-25 and I-40) bisect the city, providing national access for several motor freight companies in the city. New Mexico is a net-consumptive state, resulting in very competitive outgoing freight rates.

Albuquerque rail service includes one freight line and one passenger line. The Burlington Northern & Santa Fe Railway (BNSF) offers a north-south line that connects in Albuquerque and an east-west line which connects in Belen, located 40 miles south of Albuquerque. BNSF makes five trips daily between Albuquerque and Belen.

Amtrak provides rail passenger service throughout New Mexico. The east-west route between Chicago and Los Angeles passes through Albuquerque. Amtrak trains operate by contact over the Burlington Northern & Santa Fe tracks.

The Rail Runner Express, a new light rail system, provides transportation from Belen to Santa Fe, north of Albuquerque.

Geography

Albuquerque is located on a high, semiarid plateau. **Albuquerque's elevation of 5,311 feet makes it the highest metropolitan city in America.** Nearby Sandia Peak stretches 10,678 feet above sea level, offering a view of over 100 miles in any direction.

Located along the Rio Grande River basin, the city is bounded by the Sandia Mountains to the east and the volcanic escarpment to the west. Both sides of the river offer wide expanses of land for growing population and industry. The city of Albuquerque is located at 35 degrees latitude and 106 degrees longitude.

Climate

- ❖ Albuquerque averages 304 days of sunshine each year
- ❖ The metro averages 8.88 inches of rain a year and only 4.2 days of snow a year
- ❖ Roughly 50% of the total annual precipitation occurs from June through September
- ❖ The average annual relative humidity is 43.5 %
- ❖ Natural disasters in the metro area are nearly non-existent



Albuquerque MSA Location Profile

Population

Population

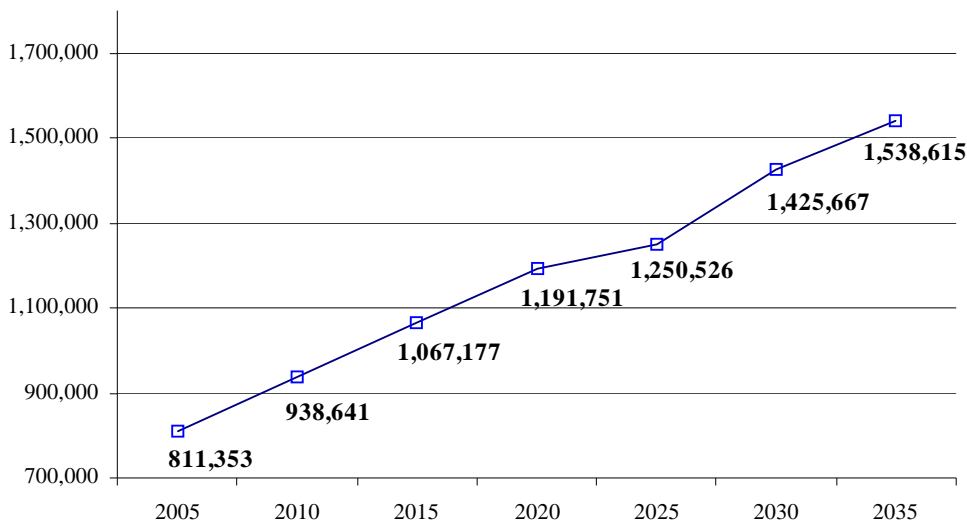
According to 2010 estimates, the Albuquerque metropolitan statistical area (MSA) population totals 867,318. Between 1990 and 2000 (Census) the metro population increased 21.73 percent from 599,416 to 729,649.

A large portion of the metro's growth has been on the west, with the bedroom communities of Rio Rancho and Corrales. Between 1990 and 2000, Rio Rancho grew by 59.3 while Corrales grew by 34.5 percent.

County	2000 Census Population*	2010 Estimated Population
Bernalillo (Albuquerque)	556,678	648,411
Sandoval (Rio Rancho)	89,908	129,151
Torrance (Moriarty)	16,911	16,044
Valencia (Belen, Los Lunas)	66,152	73,712
MSA Population	729,649	867,318
City of Albuquerque Population	448,607	528,683

* Albuquerque MSA was redefined in 2003 to include Torrance County
Source: U.S. Census Bureau, Census 2000 and Claritas, Inc. 2010 Estimates

Albuquerque MSA Population (2005-2035)



Source: University of New Mexico, Bureau of Business & Economic Research.

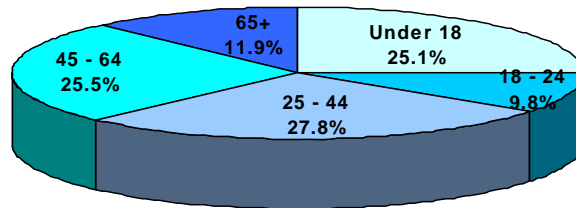
The City of Albuquerque is among the top 10 Brainiest cities in the nation, with 31.8% of its residents having a Bachelor's degree or higher.
- Bizjournals.com, June 2006

Albuquerque MSA Location Profile

Population

Age Distribution

The Albuquerque MSA is comprised of a young population. The average estimated age of an Albuquerque metro resident is 37 years; nearly sixty-three percent of the population is under 45 years old.

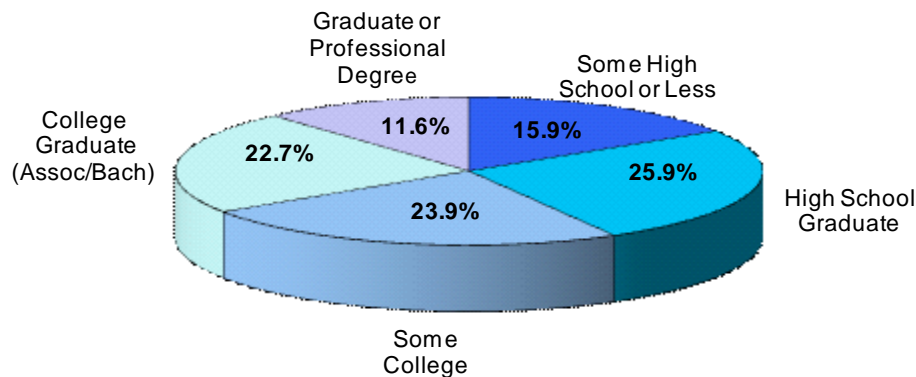


Source: Claritas Inc. 2010 Estimates.

Educational Attainment

On a percentage basis, the City Albuquerque ranks among the top in the nation for cities with the most college graduates; 32 percent of persons 25 or older have a bachelor's degree or higher (29 percent Albuquerque metro area). New Mexico also has one of the largest concentrations of Ph.D.s per capita in the nation.

Adults 25 Years and Older



Source: Claritas Inc. 2010 Estimates.

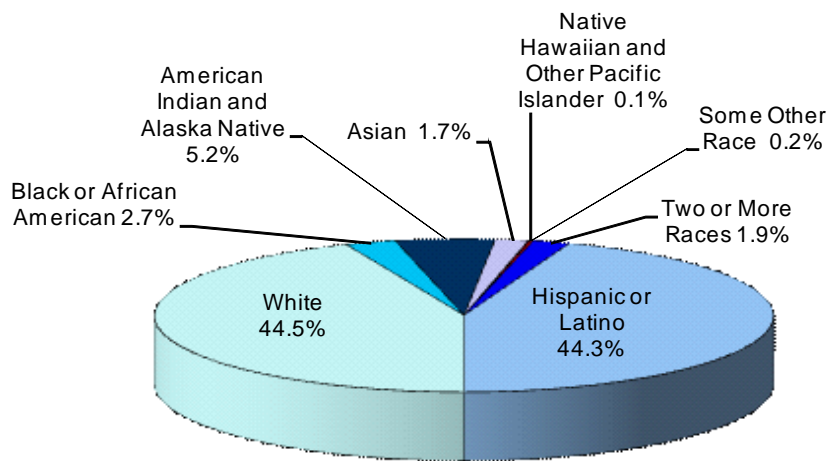
Albuquerque MSA Location Profile

Diversity

Diversity Distribution

New Mexico has long been known for its unique ethnic and cultural diversity, which are defining features of the social landscape. Since the majority of New Mexico’s population is concentrated in Albuquerque, the area benefits from a wide variety of cultural activities and celebrations as well as business diversity. The city and state’s sundry population benefits companies who are looking for a diverse work force.

According to the 2000 Census, **35.5 percent of New Mexico’s population is bilingual**. Of the state’s bilingual population, the majority (78 percent) speak Spanish/English.



Source: Claritas Inc. 2010 Estimates.

New Mexico’s Pueblos and Tribes

In addition to encompassing a large Hispanic/Latino population, Albuquerque’s Native American population offers its own unique culture and traditions to the Albuquerque area. Albuquerque is home to the largest powwow (The Gathering of Nations) in North America.

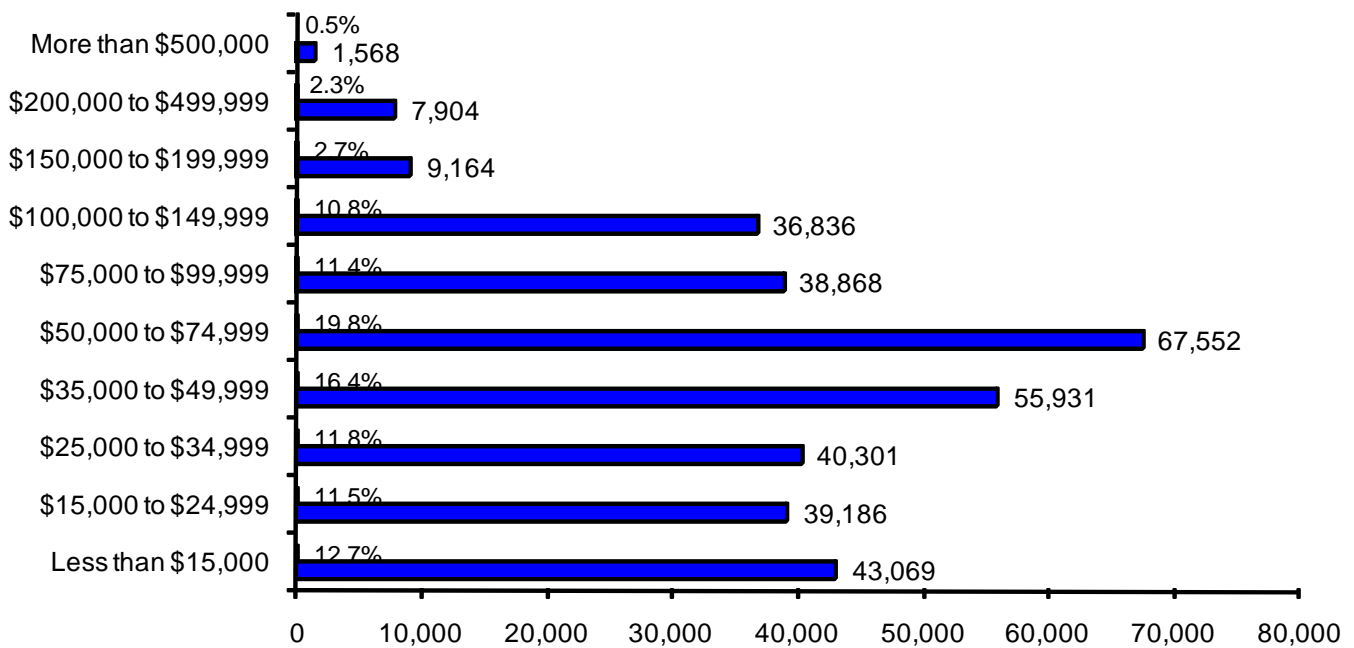
Albuquerque MSA Location Profile

Wages & Income

Income

The estimated median household income for the Albuquerque Metropolitan Area is \$47,775 while the per capita income averages \$25,042.

Number of Households within Income Ranges
2010 Estimates



Income	Dollars
Average Household Income	\$63,213
Median Household Income	\$47,775
Per Capita Income	\$25,042

Source: Claritas Inc 2010 Estimates.

Albuquerque MSA Location Profile

Wages & Income

Wages and Income

According to the most current Occupational Employment and Wage Estimates, management occupations top the list for paying the highest average hourly mean wage in Albuquerque followed by architecture and engineering related occupations.

Average Salary by Major Occupation

Major Occupation Category	Hourly Mean	Hourly Median	Annual Median
Total All Occupations	\$19.54	\$14.80	\$30,795
Food Preparation & Serving	\$9.22	\$8.34	\$17,349
Farming, Fishing, Forestry	\$12.89	\$8.25	\$23,176
Personal Care & Service	\$10.81	\$9.14	\$19,012
Building & Grounds Maintenance	\$10.49	\$9.49	\$19,733
Healthcare Support	\$11.96	\$11.12	\$23,128
Office & Administrative Support	\$14.60	\$13.51	\$28,096
Transportation & Material Moving	\$14.96	\$12.60	\$26,228
Sales & Related	\$14.95	\$11.01	\$22,890
Protective Services	\$17.04	\$15.72	\$32,696
Construction & Extraction	\$16.87	\$15.27	\$31,768
Production	\$16.30	\$14.41	\$29,990
Installation, Maintenance, Repair	\$18.96	\$17.69	\$36,801
Community & Social Service	\$19.17	\$17.00	\$35,359
Arts, Design, Entertainment, Sports, Media	\$22.77	\$20.31	\$42,252
Education, Training, & Library	\$20.66	\$20.58	\$42,818
Business & Financial Operations	\$30.32	\$27.47	\$57,122
Legal	\$33.31	\$29.30	\$60,948
Healthcare Practitioners & Technical Occupations	\$34.66	\$28.96	\$60,220
Life, Physical, & Social Science	\$31.81	\$27.96	\$58,154
Computer & Mathematical	\$35.68	\$32.37	\$67,325
Architecture & Engineering	\$37.66	\$35.11	\$73,032
Management	\$42.20	\$37.48	\$77,953

Source: NM Department of Workforce Solutions, Economic Research & Analysis Bureau, Occupational Employment & Wage Statistics (OES), published May 2010.

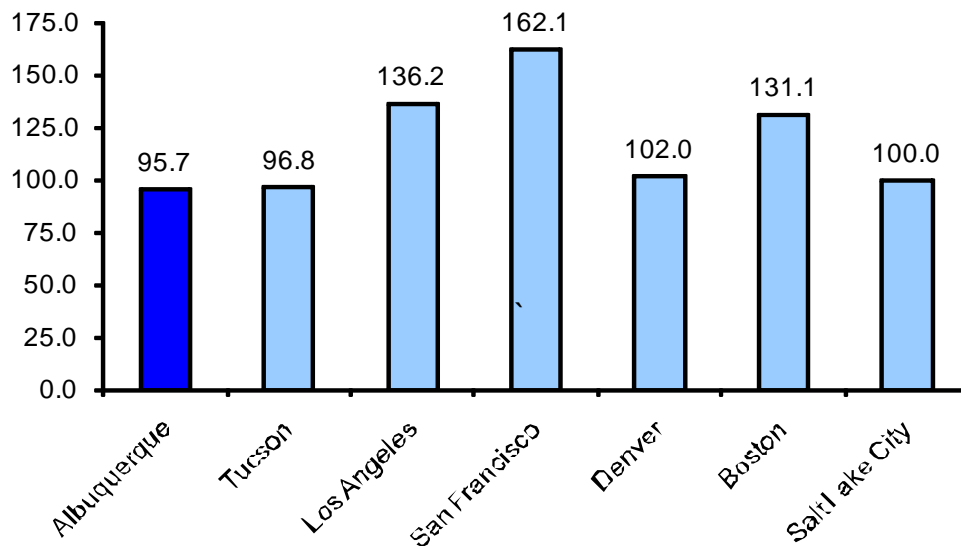
Albuquerque MSA Location Profile

Cost of Living

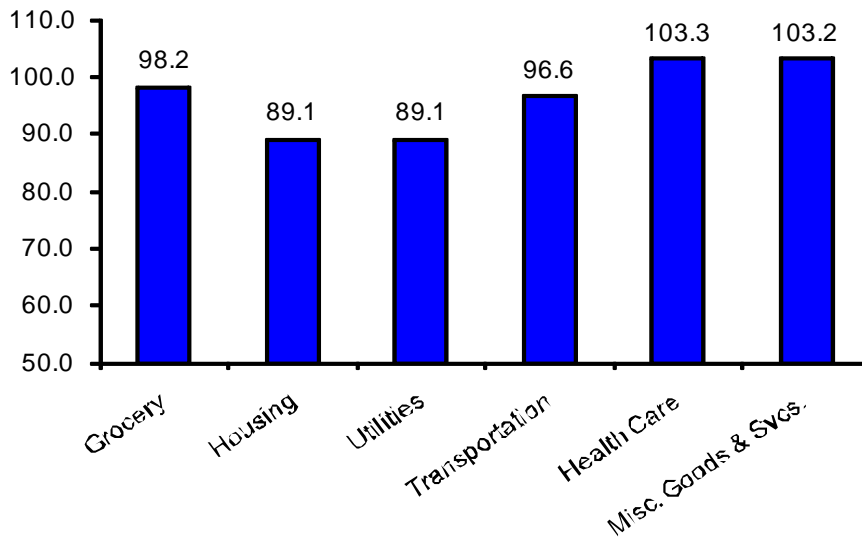
Cost of Living

Albuquerque is consistently near the national average mark of the ACCRA Quarterly Cost of Living Index. This study measures intercity differences in the costs of consumer goods and services, excluding taxes and non-consumer expenditures. The index is based on 57 items, with 100 being the index average standard.

Cost of Living Comparisons



Cost of Living Categories



Source: C2ER Cost of Living Index, 1st Qtr 2010. Information was not collected for City of Albuquerque, thus graphs are derived from data reported for Rio Rancho (ABQ Metro community).

Albuquerque MSA Location Profile

Housing

Housing Market

The relatively low cost of living and availability of affordable housing has caused home ownership to soar throughout the Albuquerque metro area. According to 2009 estimates, nearly 70% of the homes in the Albuquerque metro area are owner occupied. The metro area offers home owners an array of housing styles in both an urban and rural environment. In the first quarter of 2010, the median sales price of an existing single-family home in the metro area was \$174,200, nearly twenty-one percent lower than the western median of \$210,200.

The area's stable housing market is good for buyers and sellers. While other western communities have experienced a decline in median sale prices due to a slowing economy, the Albuquerque metro area median sales price has remained fairly steady.

Median Sales Price Existing Single-Family Home 1st Quarter 2010

Location	Median Sale Price
Albuquerque, NM	\$174,200
Austin, TX	\$182,500
Boston, MA	\$321,800
Colorado Springs, CO	\$184,800
Denver, CO	\$224,800
Jacksonville, FL	\$144,900
Las Vegas, NV	\$137,000
Los Angeles, CA	\$331,400
New York-Northern New Jersey	\$380,400
Phoenix, AZ	\$140,900
Salt Lake City, UT	\$203,800
San Francisco, CA	\$518,200
Tucson, AZ	\$166,800
U.S.	\$166,100
Western Area	\$210,200

Source: National Association of Realtors

Albuquerque MSA Location Profile

Housing

Housing Rental Rates

The area offers residents an array of housing prices and construction styles. Nonetheless, the Albuquerque area has a large supply of affordable rental housing. There are some 79,000 apartment units in Albuquerque. In addition, several new constructions are underway, particularly in the downtown area.

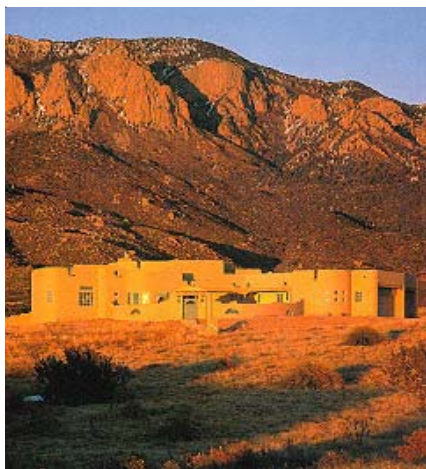
Average Monthly Rent Per Square Foot

\$0.80

Average Monthly Rental Rates

Efficiency	\$442
1 Bedroom	\$545
2 Bedrooms/1 Bath	\$628
2 Bedrooms/2 Bath	\$679
3 Bedrooms	\$725

Source: Apartment Association of New Mexico. Comprehensive Apartment Market Survey. Rates quoted are with all utilities paid.



Albuquerque MSA Location Profile

Education

Primary Education

The city of Albuquerque has one school district: Albuquerque Public Schools (APS). In the 2009-2010 school year, [94,485 students attended APS schools](#). APS consists of 87 elementary schools, 26 middle schools, 13 high schools, 5 alternative schools (with 8 campuses), and 36 charter schools. The APS district employs more than 14,000 personnel.

APS schools perform well in standardized testing as well as in other methods of measuring success. AYP graduation rate for the district is 87%. In 2008, one hundred percent of APS teachers meet NCLB Highly Qualified Standards. One hundred thirty teachers hold National Board Certification.

Rio Rancho (16,320), Los Lunas (8,467), Belen (4,659), and Moriarty (3,366) each have their own school districts with a total of more than 32,800 students.

The Albuquerque MSA also has an excellent selection of private and parochial schools. Parents and students can choose from over 40 private or parochial schools in the community. The Albuquerque Academy is considered to be one of the area's top private, nondenominational schools and is first among area independent schools in endowment. Some of the larger private/parochial schools include:

[Albuquerque Academy](#)

[Manzano Day School](#)

[Mountain View Academy](#)

[Sandia Preparatory School](#)

[Bosque Preparatory](#)

[Menaull School](#)

[Sandia Heights Academy](#)

[St. Pius X High School](#)

Albuquerque MSA Location Profile

Education

Lottery Funded Scholarships

All resident New Mexican high school students with at least a 2.5 out of 4.0 grade point average are eligible for a New Mexico Lottery Scholarship, which pays for students to attend a state college tuition free. The scholarship is funded by a New Mexico Lottery program in which 100 percent of lottery net proceeds go to the Lottery Tuition Fund.

The lottery scholarship pays for eight semesters of tuition, beginning with the student's second semester, providing the student attends full-time and maintains a 2.5 out of 4.0 GPA. The lottery program has improved the public education system in the state as New Mexico colleges and universities have reported record enrollment since the program began eleven years ago. Since 1996, the New Mexico Lottery has raised more than \$435 million and more than 61,000 students from across the state have attended New Mexico public colleges, universities and technical colleges with the help of a Legislative Lottery Scholarship.

Higher Education

Albuquerque has an excellent higher educational system as well. The University of New Mexico (UNM) and Central NM Community College (CNM) each offer first-rate curriculum to more than 20,000 students. In addition, many other institutions of higher education are located in the area.

<u>Institution</u>	<u>Enrollment</u>	<u>Description</u>
Central NM Community College	28,000*	Public college, Assoc. & certificate degree programs
Highlands University (branch)	665	Public university, undergrad & grad programs
ITT Technical Institute	610	Private college, technology-oriented degree programs
National American University	735	Private university, undergrad and grad programs
Pima Medical Institute	500	Private medical vocational school
SW Indian Polytechnic Institute	550	National Indian community college
University of New Mexico (main campus)	27,300	State's largest public university, undergrad & grad programs
University of Phoenix	1,500	Private university, undergrad & grad programs
Webster University	470	Private university, grad degree programs

*Enrollment numbers include degree and non-degree credit students, but do not include students enrolled in the Developmental Education and Adult Education programs.

The University of New Mexico's graduate programs in law, engineering and medicine rank among the best in the nation.
- *U.S. News & World Report, 2008*

Albuquerque MSA Location Profile

Education

The University of New Mexico (UNM)

The University of New Mexico (UNM) has more than 27,000 students at its 600-acre Albuquerque campus, and over 32,000 students statewide. UNM has more than 5,500 student enrolled in graduate and professional degree programs. UNM's Division of Continuing Education and Community Services serves approximately 20,000 students annually in various certificate courses, workshops and training sessions.



UNM offers bachelor's degrees in more than 140 accredited disciplines, master's degrees in 83 fields and doctoral degrees in 42 areas, as well as degrees in law and medicine.

As the state's major research university, UNM enrolls 80% of New Mexico's Ph.D. candidates. UNM's excellent research facilities include:

Center for Advanced Studies

Center for Micro-Engineered Materials

New Mexico Engineering Research Institute

High Performance Computing Education & Research Center

Clinical & Magnetic Resonance Research

Center for High Technology Materials

Microelectronics Research Center

Manufacturing Engineering Training & Tech Center

Nanoscience at UNM

Central New Mexico Community College (CNM)

CNM is New Mexico's largest and most comprehensive community college. Over 23,000 students take advantage of CNM's certificate programs, associate degrees, and continuing education offerings at its four Albuquerque campuses. Instructional departments include technologies, trades, business occupations, arts and sciences, developmental studies, and health occupations.

CNM has a wide selection of continuing education programs and specializes in developing its nationally recognized customized training programs to meet specific company needs. Through its customized workshops, courses and training programs, CNM has earned a reputation as a key industry partner in developing and training New Mexico's productive work force.

Albuquerque MSA Location Profile

Healthcare

Healthcare

Albuquerque is the center for advanced medical treatment for the state of New Mexico, as well as portions of eastern Arizona, southern Colorado, and west Texas. Since the city's area of influence is so wide, the number of facilities and the extent of care available to the local resident is much greater than that of most cities its size. Additionally, several of the city's hospitals, research organizations, and medical research corporations have gained a national reputation for their innovative techniques, products and programs.

In addition to a number of general hospitals, the Albuquerque metro area is home to specialty care centers such as the Heart Hospital of New Mexico and the University of New Mexico Cancer Center, a National Cancer Institute designated center and the official cancer center of New Mexico.

- ❖ Presbyterian Hospital ranks among the top hospitals of more than 500 integrated healthcare networks in the U.S.
- ❖ The University of New Mexico Hospital has been named one of the top 15 Major Teaching Performance Improvement Hospitals
- ❖ The metro area's largest general hospitals have approximately 1,688 beds combined

Major Hospitals	Licensed Beds
University of New Mexico	618
Presbyterian Hospital	453
Lovelace Medical Center	254
Presbyterian Kaseman	170
Lovelace Women's Hospital	98
Lovelace Westside	95
Major Health Maintenance Organizations	
Blue Cross and Blue Shield of NM Delta Dental of New Mexico Lovelace Health Plan Molina Healthcare of New Mexico Presbyterian Health Plan UnitedHealthcare	

Albuquerque #1 Fittest City in America

“And no Wonder. Albuquerque’s natural resources are abundant...providing city dwellers with an imposing and daily connection to nature.”

- *Men’s Fitness, March 2007*

Albuquerque MSA Location Profile

Recreation & Culture

Recreation

Albuquerque’s mild climate makes outdoor recreational activities possible year-round. The metro area offers a variety of outdoor activities including golf, hiking, camping, horseback riding, and picnicking during every season.



- ❖ There are hundreds of parks throughout the city and over 80 miles of running and biking trails
- ❖ New Mexico has 31 State Parks and 13 National Parks
- ❖ Albuquerque has purchased and dedicated nearly 25,000 acres as permanent open space
- ❖ Petroglyph National Monument on Albuquerque’s Westside preserves tens of thousands of Native American petroglyphs



From Thanksgiving to Easter there is normally sufficient snow at the higher elevations for downhill and cross-country skiing. For dazzling views and access to skiing and wilderness areas, residents and visitors can take the Sandia Peak Tram, the longest single-span tram in the world. Other popular activities in the area include hot air ballooning, golfing, mountain climbing, hunting, fishing, and hang-gliding.

Sports fans appreciate the city’s amateur and professional sports teams. The Albuquerque Thunderbirds, part of the NBA Development League, is Albuquerque’s newest sports team. The area’s Triple A baseball team, the Albuquerque Isotopes, entertain fans in a new multimillion dollar stadium. Isotopes Park, a nationally acclaimed stadium, also hosts Major League Baseball games. In addition to these popular professional teams, the community also rallies around the University of New Mexico’s 16 varsity teams.

- ❖ Albuquerque is home to the Rio Grande Zoological Park, a nationally recognized 60-acre zoo
- ❖ Other city attractions include the Albuquerque Biological Park, which contains an extensive aquarium and botanical garden
- ❖ The Natural History Museum, which houses the LodeStar Astronomy Center
- ❖ Cliff’s Amusement Park

Albuquerque MSA Location Profile

Recreation & Culture

Culture



Santa Fe Opera

The Albuquerque-Santa Fe Region has become a nationally recognized mecca for the arts, offering audiences everything from innovative theater to brilliant classical performances. The area is a prolific art center offering a vast array of visual and musical arts, and is home to numerous artists of rare talent. Local galleries offer a rich display of local, national and international art.

Albuquerque has over 40 art galleries, 20 museums and some 30 performing arts groups while Santa Fe boasts 250 art galleries, 12 museums and some 20 performing arts groups. Albuquerque’s performing arts are vibrant with nearly a dozen drama companies, opera, ballet, the June Music Festival (chamber music), various choral groups, the Albuquerque Youth Symphony, and the New Mexico Symphony Orchestra. In addition to these resident professional groups, the University of New Mexico offers excellent facilities for guest artists and road-show series.

Albuquerque is home to the National Hispanic Cultural Center and the Indian Pueblo Cultural Center. Both facilities offer traditional art and cultural exhibits, craft demonstrations, museums, restaurants, and gift shops.

Events

Month

Attendance

New Mexico Arts & Crafts Fair	June	15,000
Chamber Music Festival	June - August	12,000
Santa Fe Opera	July - August	74,000
The Gathering of Nations Powwow	August	150,000
Santa Fe Fiesta (Zozobra)	September	27,000
Duke City Marathon	September	17,500
New Mexico State Fair	September	645,000
New Mexico Symphony Orchestra	Sept. - May	112,000
Albuquerque Intl. Balloon Fiesta	October	800,000



Sandia Tram

“Albuquerque rated best among the various factors that we studied, including quality of labor, operating costs, electric reliability, transportation and leadership support.”
 - Robert Trussell, Jr., Tempur-Pedic International CEO

Albuquerque MSA Location Profile

Workforce

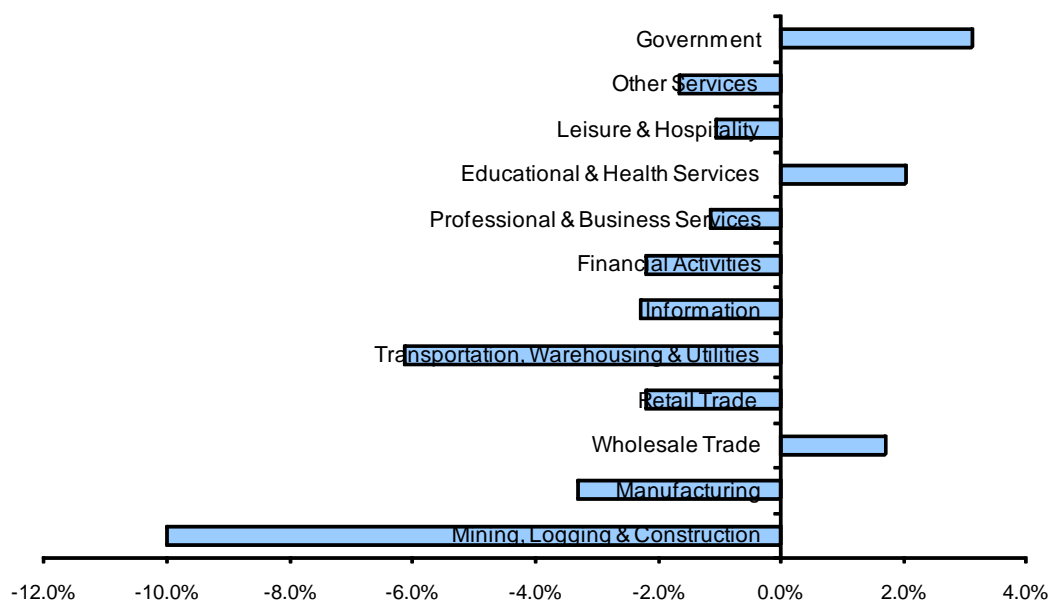
Labor

The Albuquerque metro region has a substantial labor force in terms of both size and productivity. In May 2010, Albuquerque's labor force was approximately 414,400 with a seasonally adjusted unemployment rate of 8.8%. Over the year, metro area employment declined by 0.7 percent. Albuquerque accounts for nearly 47 percent of the state's total non-agricultural employment.

Albuquerque MSA Historical Civilian Labor Force*				
	Labor Force	Employed	Unemployed	Rate
2009	408,645	37,781	28,864	7.1%
2008	412,541	294,950	17,591	4.3%
2007	408,409	394,068	14,341	3.5%
2006	403,841	387,860	15,981	4.0%
2005	392,795	373,643	19,152	4.9%
2004	385,945	365,303	20,642	5.3%
2003	380,533	359,716	20,817	5.5%
2002	376,325	357,089	19,266	5.1%
2001	376,382	360,240	16,142	4.3%
2000	370,857	355,580	15,277	4.1%
1999	373,258	358,687	14,571	3.9%

* Not seasonally adjusted

Annual Industry Growth (May 2009 - May 2010)

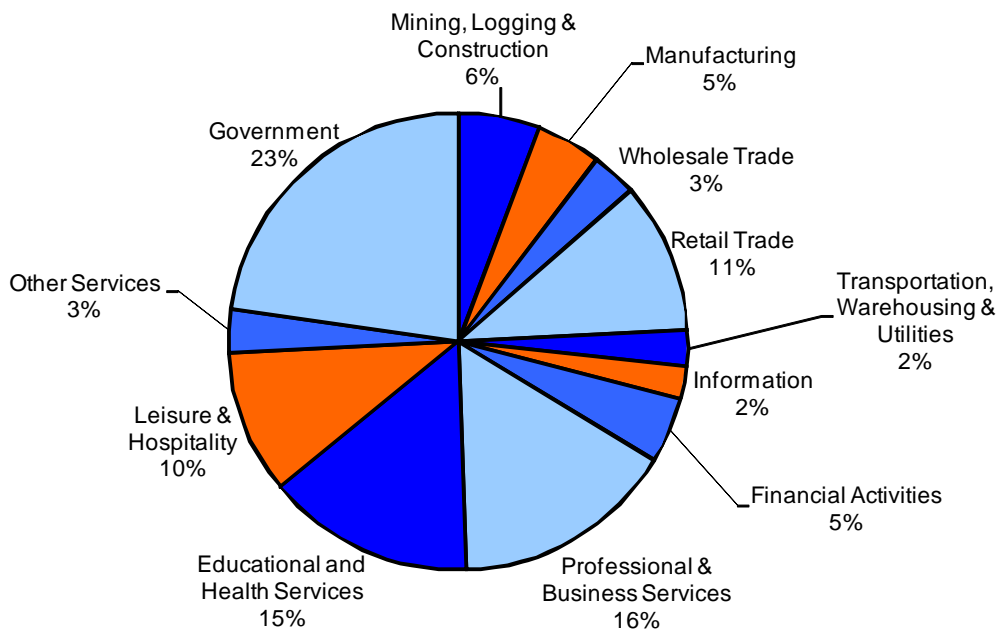


Source: New Mexico Department of Workforce Solutions, Economic Research & Analysis Bureau.

Albuquerque MSA Location Profile

Workforce

Industry Sector Percentage Share (May 2010)



Numbers may not add to 100% due to rounding.

Source: New Mexico Department of Workforce Solutions, Economic Research & Analysis Bureau

Workforce Productivity & Union Activity

New Mexicans exhibit an unusually high level of productivity in the workforce. New Mexico's labor force is often cited by various studies, including ones by Grant Thornton and Expansion Management as being first in the nation for workforce productivity. A study conducted by Area Development Magazine, ranked the Albuquerque metro area **number one for manufacturing productivity in terms of dollars of output per worker.**

New Mexico is a non-Right-to-Work state. However, only 10.8 percent of Albuquerque's total workforce is covered by a union, of which 4.5 percent is employed in private industry. The vast majority of unionized operations are public entities, major food chains and construction operations.

Albuquerque MSA Location Profile

Workforce Development

Workforce Development

Department of Workforce Solutions (www.dws.state.nm.us)

The New Mexico Department of Workforce Solutions operates three workforce development centers in the MSA. The Workforce Development Centers match the needs of employers with the skills of job seekers by offering the following benefits to employers looking for local labor:

Federal & state tax credits
Internet recruitment

Recruitment assistance
On-the-job training program

Labor market information
Pre-screening assistance

The Department, at no charge, will pre-screen applicants to a client's basic criteria, turning over a list of those meeting the criteria to the company for further interview.

CNM Workforce Training Center (www.cnm.edu/campus/wtc/index.php)

The CNM Workforce Training Center has a wide selection of continuing education programs and specializes in developing customized training programs to meet specific company needs. It is through its customized workshops, courses and training programs that CNM has earned its national reputation as a key industry partner in developing and training New Mexico's most productive workforce.

CNM's Workforce Training Center is housed in a new facility that offers video-conferencing capabilities, a high-bay area for large pieces of equipment, computer stations, general office space, and classrooms for over 900 students.

CNM can assist in a company's training programs in the following ways:

Make instructors available on-site to teach CNM courses or customize training programs defined by the company. These programs can include classroom and production floor work.

Lease equipment or use the company's equipment on or off-site to train employees or potential employees on the use of specialized equipment. An off-site pre-employment training program can be used to help identify the best qualified applicants prior to their hire.

Workforce Development

Workforce Development, continued

UNM Career Works (505) 277-0562

UNM CAREER Works is a UNM Division of Continuing Education and Community Services Project that helps employers to find reliable, motivated employees. UNM CAREER Works helps qualified residents of Bernalillo County to make responsible choices, which will gain them entry into the paid workforce and opportunities for the pursuit of career paths.

UNM CAREER Works provides the following services to qualified residents of Bernalillo County:

- Assessment of skills, employment history and educational levels
- Streamlined employability skills training, including job-seeking, workplace orientation, communication and computer skills
- Job placement assistance
- Job retention and career path guidance
- Networking with the region's employers to identify paid jobs and meaningful career paths for qualified applicants
- Access to skills training consistent with the competitive needs of today's quality workforce.

Albuquerque MSA Location Profile

Technology

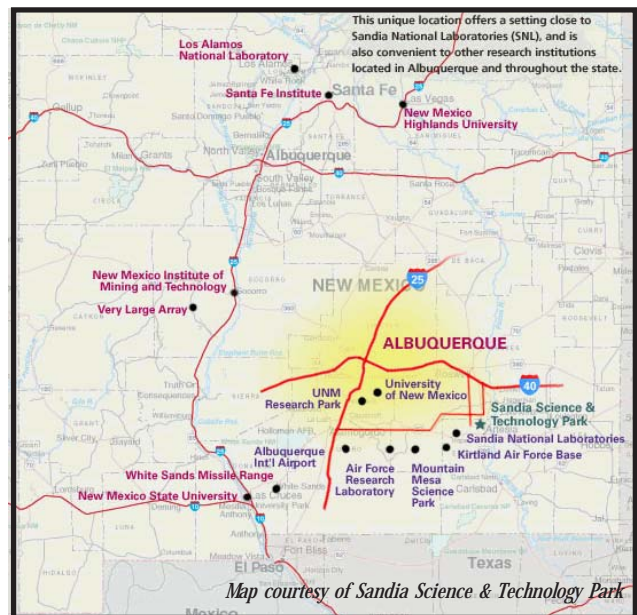
Science and Technology Corridor

Manufacturing and service related companies have the opportunity to tap into one of the world's greatest concentrations of technology assets within the Albuquerque metro area. The New Mexico Technology Corridor, stretching from Los Alamos National Laboratory northwest of Santa Fe to New Mexico State University just north of the Mexican border, contains an array of technology-based organizations. Renowned institutions along this corridor include:

Sandia National Laboratories - Albuquerque
University of New Mexico - Albuquerque
Lovelace Respiratory Research Institute - Albuquerque
Air Force Research Laboratory - Albuquerque
Los Alamos National Laboratory
The Santa Fe Institute
White Sands Missile Range
New Mexico Institute of Mining and Technology
New Mexico State University

Other high technology benefits include:

- One of the nation's highest per capita concentrations of engineers and scientists
- One of the largest expenditures of R&D money per capita in the U.S.
- A large selection of competitive, easily accessible, state-of-the-art research labs
- Cooperative research and development partners already collaborating on high-technology projects with the area's national laboratories
- A vast network of quality high-technology vendors and suppliers
- An unrivaled fiber-optic information infrastructure along the corridor



Albuquerque MSA Location Profile

Technology

Technology Commercialization

With nine world-class science, technology and R&D centers, New Mexico's entrepreneurial climate is unique, and both the state and the city of Albuquerque offers innovative programs to capitalize on technology transfer opportunities.

One catalyst moving technology to the private sectors is Technology Ventures Corporation (TVC). TVC is a nonprofit organization founded by Lockheed Martin to help identify technologies with commercial potential, develop business capabilities, and seek capital. TVC (www.techventures.org) assists entrepreneurs seeking help in commercialization and investors seeking profitable investment opportunities in New Mexico.

The state has instituted programs to lure more VCs into the area as well as programs that allow the state to directly invest in new and expanding companies.

Sandia has instituted an entrepreneur leave-of-absence program. Engineers at the lab can take up to two years leave of absence from their federal government jobs to work in the private sector. Typically, these spin-offs have been in the semiconductor, optics, aeronautics, and environmental sectors.

The U.S. Department of Energy also transfers engineers into the private sector on a contract basis using a technical assistance program. The federal government has a program in place which subsidizes area businesses who want to hire a Sandia engineer on a short-term basis to solve a tricky manufacturing or materials handling problem.

Albuquerque MSA Location Profile

Technology

The Flying Forty

The Flying Forty is a list of New Mexico's top grossing high tech companies. Jobs at Flying Forty companies increased from 2,590 in 2004 to more than 4,300 in 2009. Revenue increased from \$483 million in 2004 to over \$811 million in 2009.

Company Name	Description
Abba Technologies	IT solutions and professional services provider
Affordable Solar Group	Design and distribute renewable energy systems for residential, commercial and industrial use
Applied Research Associates, Inc.	Research and engineering company that provides solutions to complex problems in the physical sciences
Applied Technology Associates	R&D in measurement & control, optical imaging, and software & data systems
Aspen Avionics, Inc.	Designs and manufactures flight displays for general aviation cockpits
Asset Performance Technologies, Inc.	Provides maintenance improvement services to the Energy Industry
Biomoda Inc.	Develops diagnostic tools for the early detection of cancer
Commercial Data Systems	Specialized system integrator, offering a wide range of IT services to support client installation
CVI Melles Griot	Global manufacturer of photonics products including optical components, lasers, and motion control systems
Daniel B. Stephens & Assoc.	Water resources and environmental consulting firm
Deep Web Technologies, LLC	Provides Federated Search products and solution to commercial and government clients
Delta Group Electronics	Full-service Ecoelectronic Manufacturing Services (EMS) company
DeVore Aviation	Manufacturer of internal and external lighting systems for aircraft
Digital Traffic Systems	IT infrastructure installation, maintenance and technical services
Energy Control, Inc.	System integrator and energy service company
Erin Adams Design	Design and creation of custom glass mosaic, aluminum and ceramic tile products
Great River Technology Inc.	High performance digital video solutions for aerospace, military & commercial broadcasters
Holman's Inc	Provider of high-end computers and peripherals, software and technical support
Holochip Corporation	Develops and manufactures variable focal-length adaptive polymer lenses
HTMicro Analytical, Inc.	Complete switching solutions provider, performing design, development and prototype fabrication
Innovasic Semiconductor	Provides embedded solutions for the long life-cycle market
Ktech Corporation	Design & manufacturing of automated industrial equipment, specialty manufacturing and technical services
Management Sciences, Inc.	Develops and markets miniature smart electronic products that observe, learn, understand and take action
Mechtronic Solutions (MSI)	Turnkey product realization company
MZA Associates Corporation	High-energy laser weapons research and analysis
Optomec	Develops additive manufacturing solutions for high-performance applications
PhDx Systems, Inc.	Provider of web based software applications for healthcare industry
Sacred Power Corporation	Provides renewable and distributive energy and telecommunications solutions
Sage Brush Technology, Inc.	Design and fabrication of precision motion control devices
Satwest LLC	Mobile satellite services provider
Senspex, Inc.	Custom photonic technology solutions for security, surveillance, chemical analysis, and detection applications
Source Technologies, Inc.	Energy services company providing engineering services that optimize sources of energy while protecting the environment
Speridian Technologies, Inc.	IT services and solutions to help businesses create new innovative products and improve service
Stolar Research Corp.	Develops several specialized technologies for various industries
Strategic Analytics Inc.	Offers software and services that enable retail lenders to build and manage loan portfolios
Tau Technologies LLC	Government science, engineering and acquisition assistance
Team Technologies	Develops, fabricates, and tests state-of-the-art mechanical and electronic products
Technology Management Co.	Specializes in the reduction of uncertainty and risk for U.S. Government organizations and commercial firms
TMC Design Corporation	Engineering, circuit design, systems integration, and field test support
ZTEC Instruments, Inc.	Designs and manufacturers modular digital oscilloscopes and function / arbitrary waveform generators

Albuquerque MSA Location Profile

Major Employers in the Albuquerque Metro Area

Organization	Emp	Description
Kirtland Air Force Base (Civilian)*	16,533	Air Force Materiel Command
University of New Mexico	15,260	Educational Institution
Albuquerque Public Schools	14,000	Public School District
Sandia National Labs	8,400	Science-Based Technologies that Support National Security
Presbyterian	7,425	Hospital/Medical Services
City of Albuquerque	5,940	Government
State of New Mexico	5,710	Government
UNM Hospital	5,455	Hospital/Medical Services
Lovelace	3,400	Hospital/Medical Services
Intel Corporation	3,300	Semiconductor Manufacturer
Bernalillo County	2,530	Government
Rio Rancho Public Schools	1,920	Educational Institution
Central New Mexico Community College	1,855	Educational Institution
New Mexico Veterans Affairs Healthcare Sys.	1,800	Hospital/Medical Services
Sandia Resort & Casino	1,800	Resort & Casino
T-Mobile	1,500	Customer Service Center
Verizon Wireless	1,500	Wireless Technical Data Services & Customer Service Center
Isleta Casino & Resort	1,200	Casino & Resort
Los Lunas Public Schools	1,200	Educational Institution
Route 66 Casino Hotel	1,200	Casino & Hotel
Citi Cards	1,100	Credit Card Collection & Customer Service Center
Honeywell Defense and Space Electronic Sys	1,100	Aircraft Avionics Manufacturer
PNM Electric Services	1,065	Utilities Provider
SiTel	1,025	Technical / Customer Support Center
Blue Cross Blue Shield of NM	905	Claims Processing
Belen Consolidated Schools	900	Public School District
Adelante Development Center	890	Non-profit Organization
Santa Ana Star Casino	875	Casino
Albuquerque Publishing Company	870	Publisher
Wells Fargo	860	Financial Institution
Sprint	700	Customer Service Center
ARCA	670	Non-profit Organization
Stream Global Services	650	Customer Service Center
City of Rio Rancho	640	Government
Social Security Albuquerque Teleservice Center	630	Customer Service Center
Lovelace Respiratory Research Institute	620	Biomedical Research
US Forest Service Management Center	570	Albuquerque Services Center
Moriarty Public Schools	535	Public School District
Bank of America	530	Customer Service Center
Ethicon-Endo Surgery	530	Medical Instruments Manufacturer

*Kirtland's employment number includes civilian federal employees and contractors employed on and off base, including Sandia National Labs. However, Sandia National Labs employment is also shown separately since Sandia and Kirtland publish data in different cycles.

Note: Figures updated annually and as data regarding changes in employment becomes available. Subject to revision.

Albuquerque MSA Location Profile

New Companies

New Businesses in Albuquerque Metro Area

Company	Start-up Date	Anticipated Employment at Full Production	Company/Facility Description
CFV Solar Test Laboratory and Fraunhofer R&D facility	2010	35	PV testing and R&D
Outcomes Health Information Solutions, LLC	2010	250	Healthcare Data Analytics Solutions
ReelzChannel	2009	100	Cable/Satellite Network and Corporate Headquarters
Everything Channel	2009	100	Sales and Marketing Services Center
Hewlett-Packard	2008	1,350	Technical and Customer Support
SCHOTT Solar	2008	1,500	Photovoltaic Modules and Receiver Tubes Manufacturer
Fidelity Investments	2008	1,250	Human Resources Service Center
Sony Pictures Imageworks	2007	250	Computer-Generated Special Effects and Animation
PR Newswire	2007	250	Operations and Customer Service Center
Albuquerque Studios	2007	75	Film/TV Production Studio
Shamrock Foods	2007	100	Food Products Distribution Center
Prime Therapeutics	2006	120	Mail Service Pharmacy
Verizon Wireless	2006	1,800	Technical Support Center
Merillat Industries	2006	700	Cabinet Manufacturer
Tempur-Pedic	2006	300	Mattress Manufacturer
Convergys	2006	500	Customer Service Center
AeroAstro	2006	50	R&D and Manufacturer of Spacecraft Technology Products
Emcore	2006	15	Headquarters
Aero Mechanical	2005	175	Aircraft Repairer
U.S. Forest Service	2005	1,400	Management Center
Stainless Motors, Inc.	2004	20	Stainless Steel Products Manufacturer
Stream Global Solutions (formerly eTelecare Global)	2004	800	Customer Service Center
Intersections Inc.	2004	400	Consumer and Corporate Identity Risk Management Customer Service Center
LifeMasters Supported SelfCare, Inc.	2002	100	Patient Support Center
Noteworthy Industries, Inc.	2002	15	Plastic and Paper Promotional Products
Gap Inc.	2001	400	Corporate Shared Services Center
MesoFuel, Inc.	2001	8	Energy and Fuel Cell Technology

Albuquerque MSA Location Profile

Commercial Real Estate

Real Estate

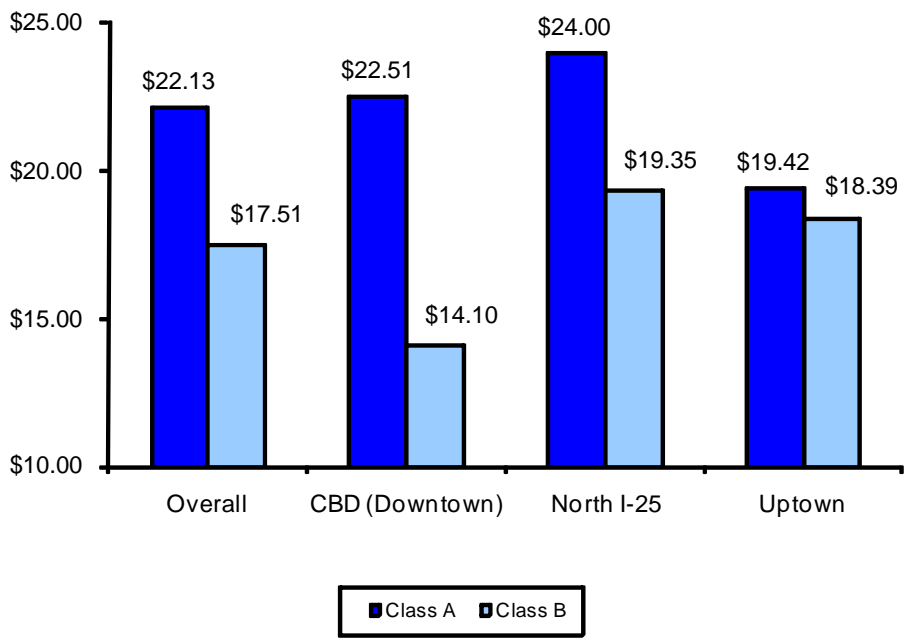
Office Market

The Albuquerque metro area is often recognized as one of the best business real estate markets in the nation. The area has abundant real estate choices and affordable prices. The diversity of Albuquerque's market provides a variety of locations for office and industrial companies seeking to expand or relocate. In addition, there are competitive build-to-suit opportunities across the metro area.

First Quarter 2010

- The office market totals 13.5 million square feet
- The office vacancy rate is 17.1%
- Average asking rental rate for class A is \$22.13 per square foot/yr
- Average asking rental rate for class B is \$17.51 per square foot/yr

**Average Asking Rental Rate by Location
1st Quarter 2010**



Source: Grubb & Ellis/New Mexico, 1st Quarter 2010 Office Trends Report

Albuquerque MSA Location Profile

Commercial Real Estate

Real Estate, continued

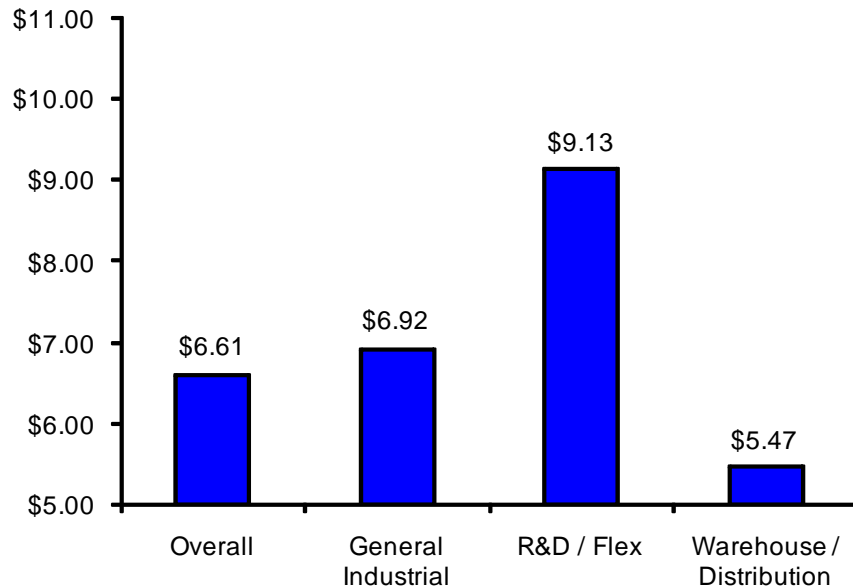
Industrial Market

There are available existing industrial buildings throughout the metro area as well as a number of industrial parks and other land sites for build-to-suit opportunities. The area's industrial parks range from 20 to 5,000+ acres; meeting the needs of small technology companies to large manufacturers. Industrial property in the Albuquerque metro area is fairly inexpensive for companies looking to expand or relocate.

First Quarter 2010

- The **industrial market** totals 37.0 million square feet
- Industrial **vacancy rate** is 8.6%
- Average **asking rental rate** for general industrial is \$6.92 per square foot/yr

**Average Asking Rental Rate by Product Type
1st Quarter 2010**



Source: Grubb & Ellis/New Mexico, 1st Quarter 2010 Market Trends Report

PNM is recognized by Edison Electric Institute as one of the most reliable electric service providers in the nation.

Albuquerque MSA Location Profile

Utilities

Electricity & Natural Gas

Albuquerque electricity is provided by the Public Service Company of New Mexico (PNM), an investor-owned electric utility. PNM serves about 100 communities in New Mexico. New Mexico has an abundant supply of electricity from coal-burning plants (primary), natural gas, hydropower, and petroleum sources.

PNM is able to supply reasonably priced, large quantities of electricity for residential and commercial use. The supply and relative low-cost of energy helps the Albuquerque MSA continue to develop and employ in all sectors of the economy. PNM also is able to maintain an excellent reliability record. Over the past ten years, they have maintained an average reliability rating of 99.986%.

Albuquerque's natural gas is also provided by New Mexico Gas Company (NMGCO). Since New Mexico is the fourth largest gas producer in the United States and has the second largest reserves in the U.S., Albuquerque has an abundance of natural gas at costs among the lowest in the nation. NMGCO also offers large gas users the option of purchasing gas from a third party and transporting it over NMCGO lines.

Telecommunications

Albuquerque benefits from the use of digital technology by **Qwest, tw telecom, and Verizon**. Qwest employs digital technology throughout most of its Albuquerque facilities with the local central office a 5ESS Digital Switch; tw telecom is 100% digitally switched. There are POPs throughout the metro area, most notably in the North I-25 Corridor and Downtown. There is a sonet ring around these areas.

Area telecomm proviers offer a variety of service plans, including DS 1, DS 3 and OC 3, and most have 24-hour technical support to respond to any system or circuit problem. Redundancy and rerouting are available (at an extra cost).

Albuquerque is also home to a data co-location facility (www.bigbyte.cc). The 65,000 square foot building in the heart of Downtown offers 450 volts of electricity per square foot. Over 100 wired telecom cages are available to business networks.

Albuquerque MSA Location Profile

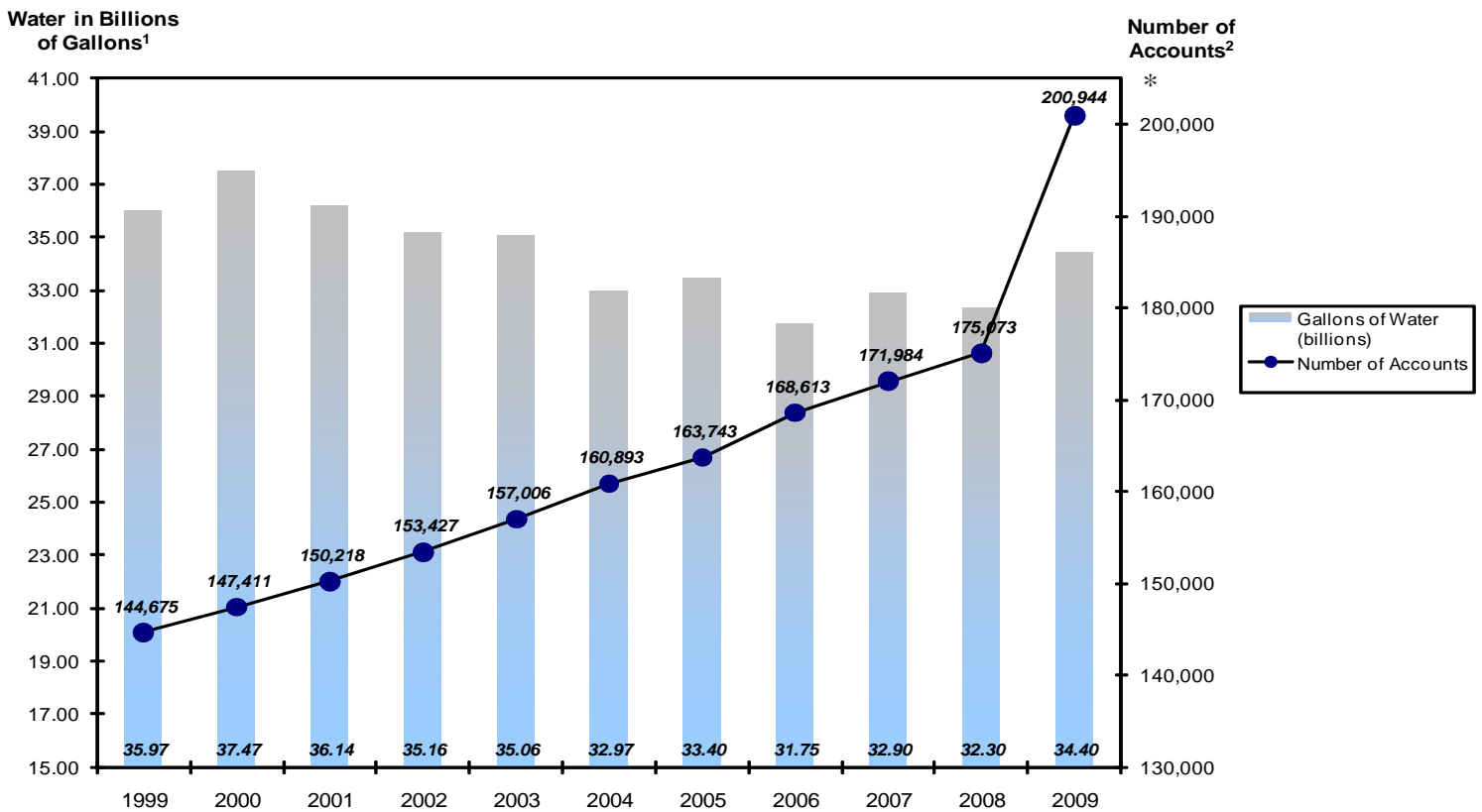
Utilities

Water

The City of Albuquerque has taken a number of far-reaching steps in the past few years to ensure an adequate and safe supply of water for residential, commercial, and industrial uses well into the future.

The Albuquerque Bernalillo County Water Utility Authority’s (ABCWUA) San Juan-Chama Drinking Water Project will supply up to 90% of the metropolitan area’s future water. San Juan-Chama water diverted from the river will be transported to a state-of-the-art treatment plant, from which purified water will be delivered to Albuquerque area homes and businesses. The project will infuse more than 16 billion gallons of water annually into the city.

Not only is the City examining other sources of water, it is emphasizing the importance of water conservation in all areas of use. Since 1994, Albuquerque reduced its water usage by 38 percent. The majority of the conservation has come from residential and institutional customers. Incentives for utilizing low-flow toilets, and “xeriscaping” instead of landscaping, have significantly helped this conservation process.



1 Water use in billions of gallons produced, not sold. Some water is lost through leaks as it is delivered.

2 Average number of accounts per year; includes Residential, Commercial, Industrial & Institutional customers.

*Increase in accounts between 2008 & 2009 due to ABCWUA taking over accounts from NM Utilities, Inc., a private water service provider within the ABCWUA service area.

“(Gov.) Bill Richardson has cut New Mexico’s top rate of personal income tax to 5 percent from 8.2 percent, reduced the capital gains tax and kept spending in check.”
- *The Wall Street Journal* editorial, February 2005

Albuquerque MSA Location Profile

Taxes

Corporate Taxes

Franchise Tax

Each corporation engaged in business in New Mexico and submitting a corporate income tax return must pay a franchise tax of \$50 per year.

Calculating Corporate Income Tax

Corporate income taxes “piggyback” on federal taxable income using the three factor formula: property, payroll and sales in New Mexico calculated as a percentage of the corporation’s property, payroll and sales. A corporation may select one of three methods for reporting their state corporate income tax: Separate corporate entity, combination of domestic unitary corporations or federal consolidated group. New Mexico utilizes the “throwback rule,” which requires a New Mexico plant which sells its product or service in a political subdivision outside the state to count those sales as New Mexico sales.

Corporate Income Tax Brackets

If Net Income Is	The Tax Shall Be:
\$1 to \$500,000	4.8% of net income
\$500,000 to \$1,000,000	\$24,000 + 6.4% in excess of \$500,000
\$1,000,000 and over	\$56,000 + 7.6% in excess of \$1,000,000

Double Weighting the Sales Option

Companies can elect to double weight the sales, in which a corporation takes the New Mexico portion of plant, payroll, sales and sales (counting the sales twice) and uses a divisor of four. Double weighting the sales benefits manufacturers who have a significant investment in plant and payroll in New Mexico but sell most of their product outside the state.

Albuquerque MSA Location Profile

Taxes

Unemployment Compensation

Employers must make quarterly unemployment compensation contributions. For newly located firms, the initial contribution is 2.0 percent of the employee's Taxable Wage Base for the first four years. After the four-year period, each employer is given an experience rating which can cause a rate to increase or decrease. The Taxable Wage Base for the year 2010 is \$20,800.

Workers' Compensation

In New Mexico Workers' Compensation is privatized and thus, employers can solicit Workers' Compensation insurance from any company authorized to provide insurance in the state. According to a 2009 study conducted by Actuarial & Technical Solutions, New Mexico manufacturers' average workers compensation costs were 7.3% lower than the national average. New Mexico ranked 21st lowest in costs among 45 states evaluated (five of the 50 states are self-insured and not rated).

Employers must make quarterly payments to the Workers' Compensation Administration totaling \$4.30; \$2.30 must be paid by the employer and \$2.00 withheld from the employee's wages.

Gross Receipts Tax

Instead of a sales tax, New Mexico imposes a Gross Receipts Tax, which is a tax imposed on persons engaged in business in the state. In almost every case the business passes along the tax to the consumer, so the tax resembles a sales tax. Sales and leases of goods and other tangible property are taxable. Sales and performances of services are also taxable in New Mexico. The gross receipts tax rate for purchases made in the metro area ranges from 6.0625 to 7.8125 percent throughout the MSA; Albuquerque's Gross Receipts Tax rate is 7.0%. The compensation tax (use tax) for purchases made outside New Mexico is 5.125 percent.

Property Tax

Unless otherwise expressly exempt, all tangible personal and real property located within New Mexico is subject to a tax on the assessed value of property. Property is assessed by each county at the rate of 1/3 percent of value. The mill levy is dependent on the location of the property. Throughout the metro area, the non-residential mill levy rate can range anywhere from roughly 26.207 to 51.547. In the City of Albuquerque, the current non-residential mill levy rate is 46.587.

Property Tax Formula

Full Value of Property x 1/3 percent = Assessed Value
Assessed Value x Mill Levy Rate / 1,000 = Taxes Due

Albuquerque MSA Location Profile

Incentives

Industrial Revenue Bonds

The Incentive

Significant real and personal property tax and compensating tax exemptions can occur through the use of an Industrial Revenue Bond (IRB). An IRB is a loan from the bond purchaser to a company where the loan proceeds and repayment flows through a governmental issuer. Instead of purchasing a facility directly, companies can enter into a lease with the issuer, provided the company will lease the facility from the issuer and at end of lease, purchase the facility from the issuer for a nominal amount.

IRBs can also be used when a developer is involved. A separate series of bonds is issued to finance the developer’s real estate and building costs and the tax savings of the IRB can flow through to the ultimate user through a sublease.

The benefit of remaining property tax exemptions can be passed on to the new owner or flow through a lease in the event of a sale or lease to a new user under certain qualifying conditions. City Council must vote to induce an IRB, and the community does not lend its credit to an IRB. The company must secure its own purchaser of IRBs or the company can purchase its own IRB.

Amount of property tax exemption and term of bond is determined (subject to negotiation) by the appropriate governing entity in each community.

- Albuquerque: up to 20 years; up to 95% abatement
- Rio Rancho: up to 30 years; up to 61% abatement
- Belen: up to 30 years; up to 67% abatement
- Los Lunas: up to 30 years; up to 67% abatement

Example

Assume a company invests \$10,000,000 in Albuquerque: \$5,000,000 in land and building, and \$5,000,000 in equipment purchased out of state:

Tax Exemption	Calculation	Value
Property Tax Exemption on Land and Building	$(\$10,000,000 / 3) \times 0.046587 \times .95$	\$ 147,526
Nominal value for 20 years:	\$148,048 x 20 years	\$ 2,950,510
Property Tax Exemption on Equipment (first year)	$(\$15,000,000 / 3) \times 0.046587 \times .95$	\$ 221,288
Nominal value for 7 years	(Depreciated value / 3) x 0.046587 x .95	\$ 885,153
Tax Exemption on Equipment	\$15,000,000 x 0.05	\$ 750,000

Out-of-state purchases subject to compensating tax rate of 5.125% are exempted. Property is assessed at 1/3 of book value. Mill levy rate will be based on actual location of facility. Updated mill levy rates are published each fall. Actual percentage abatements and IRB terms may be less.

Note: The ultimate value of incentives will be dependent on actual investment values, adherence to program guidelines, the availability of funding, funding cycles, and approval by the appropriate state or local governing bodies in New Mexico. Incentive laws and regulations subject to change.

Albuquerque MSA Location Profile

Incentives

Job Training Incentive Program

The Incentive

The New Mexico Job Training Incentive Program is a highly flexible state program to provide on-the-job training. Customized training may be provided by post-secondary educational institutions, company trainers, or outside trainers

The state will reimburse

- Up to 40% of trainees' wages up to 1,040 hours for companies located in urban areas that have fewer than 50 emp. in NM at time of JTIP application
- Up to 30% of trainees' wages up to 1,040 hours for companies located in urban areas that have more than 50 emp. in NM at time of JTIP application and up to 65% of trainees' wages in rural areas
- Classroom training costs provided by NM post-secondary educational institutions, \$35/hr for instructors' time capped at \$1,000 per emp.)

Conditions

- Must be a new or expanding company in New Mexico that manufactures/produces a product or a non-retail company that generates more than 50% of its service revenue from outside the state
 - Contract customer service centers must meet or exceed at least 90% of the median county wage to qualify
- Maximum wage reimbursement is tied to hours required to learn the job and the hourly wage
- Eligible employees (new hires) must be New Mexico residents for at least one year during their lifetime
- "Hands-on" or production jobs qualify; technical jobs such as first-line supervisors and engineering generally qualify; support, administrative and sales positions are limited to 10% of total number of positions that qualify for funding
- Hires must be guaranteed full-time employment upon completion of training; re-training does not qualify for JTIP
- Companies can apply for subsequent assistance if they have maintained hiring levels that exceed the peak employment as established by the initial application; positions must be filled within 4 months of JTIP application approval
- In urban areas, companies hiring more than 20 people must offer health insurance and subsidize at least 50% of the premium for employees
- Temp to perm qualify provided trainees becomes full-time employees of the company prior to the end of the approved training period; and trainees working through temp agency receive comparable medical, dental and vision benefits as full-time employees of the company
- Reimbursement is subject to availability of funds and approval by the Job Training Incentive Board

Example

Job Title	Eligible Employees	Hourly Wage	Est. Allowable Training Hours*	Reimbursement Rate	Value Per Employee
Engineers	5	\$31.25	1,040	40%	\$13,000
First-Line Supervisors of Production Workers	3	\$24.58	960	40%	\$9,439
Technicians	35	\$15.00	640	40%	\$3,840
Manufacturing Manager	1	\$36.06	1,040	40%	\$15,001
Plant Manager	1	\$48.08	1,040	40%	\$20,001
Total Eligible Employees	45				
Estimated Job Training Value	\$262,718				

*The Job Training Board uses the "O-Net" to determine the maximum allowable training hours for a position. Proof of actual training hours will be required.

Albuquerque MSA Location Profile

Incentives

High Wage Jobs Tax Credit

The Incentive

In 2004, the New Mexico State Legislature approved the High Wage Jobs Tax Credit, which provides businesses with a tax credit equal to ten percent of the combined value of salaries and benefits for each net new job paying a salary of at least \$40,000 per year in the Albuquerque metropolitan area and other communities larger than 40,000 in population. The value of the credit cannot exceed \$12,000 per job. Company must generate more than 50% of its sales outside of New Mexico or must be eligible for the Job Training Incentive Program. Qualified employers can take the credit for four years. The credit can be applied against the modified combined tax liability of a taxpayer, including the state portion of gross receipts tax, compensating tax and withholding tax.

Eligible jobs are those created by qualified employers after July 1, 2004 and prior to July 1, 2015.

In New Mexico, companies located in communities smaller than 40,000 persons, are eligible for a tax credit equal to ten percent of the combined value of salaries and benefits paid for each new job created paying at least \$28,000 annually.

Example

No. of Employees	Hourly Wage	Annual Employee Benefits	Annual Value of Salary plus Benefits Per Employee	Annual Tax Credit = 10% of Wages & Benefits	Value of Credit Over 4 Years
25	\$19.25	\$10,010	\$50,050	\$125,125	\$500,500
20	\$25.00	\$13,000	\$65,000	\$130,000	\$520,000
10	\$30.00	\$15,600	\$78,000	\$78,000	\$312,000
Estimated High Wage Jobs Tax Credit Value					\$1,332,500

Example Notes:

Assumes value of benefits at 25% of base salary per employee per year.

Assumes a service company generates more than 50% of its sales outside of New Mexico.

Technology Jobs Tax Credit

In order to keep New Mexico competitive with the types of recruitment projects that continue to add value to the local economy, the legislature enacted the Technology Jobs Tax Credit to give credit to qualified expenditures on qualified research at qualified NM facilities.

The Incentive

Qualified New Mexico facilities may take a credit equal to 4% (8% in rural areas) of expenditures related to qualified research for land, buildings, equipment, computer software and upgrades, consultants, technical books and manuals, test materials, costs associated with patents, payroll, and labor. The credit may be taken against gross receipts tax, compensating tax or state payroll tax, and may be carried forward.

Additional Incentive

An additional 4% (8% total urban, 16% total rural) may be applied against state income tax if base payroll expenses increase by at least \$75,000 per \$1,000,000 of expenditures claimed. The credit may be carried forward.

Credits are not available for expenditures on buildings owned by a local government entity in conjunction with an Industrial Revenue Bond or already owned by the taxpayer or an affiliate before 2/2/00.

Albuquerque MSA Location Profile

Incentives

Manufacturing Investment Tax Credit

The Incentive

New Mexico tax law provides for a credit equal to five percent of the value of qualified equipment and other property used directly and exclusively in a manufacturing operation. The credit can be applied against compensating or gross receipts tax or withholding tax due. Gross receipts tax acts very much like a sales tax; the city rate is 7.0 percent. Compensating (or use) tax applies to purchases made out of state and totals 5.125 percent.

The credit is limited to 85% of the sum of the taxpayer's gross receipts tax, compensating tax, and withholding tax due for the reporting period. Any remaining available credit may be claimed in subsequent operating periods.

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

Credit below applies to purchases made on or before June 30, 2020. After June 30, 2020 the value of equipment available for the credit is capped at \$2M.

Criteria

For Claims

\$0 - \$30,000,000
Over \$30,000,000

1 New Worker Employed for Each

\$500,000 in qualified equipment
\$1 million in qualified equipment

Example

Value of qualified equipment is \$15,000,000

$\$15,000,000 / \$500,000 = 30$ employees required

$\$15,000,000 \times .05 = \$750,000$ savings

Albuquerque MSA Location Profile

Incentives

Alternative Energy Product Manufacturer's Tax Credit

In 2007, the New Mexico State Legislature approved the Alternative Energy Product Manufacturer's Credit which provides for a credit equal to 5% of the value of qualified equipment and other property used directly and exclusively in a manufacturing operation that makes components or systems for alternative energy products.

Alternative Energy Product: an alternative energy vehicle, fuel cell system, renewable energy system or any component of an alternative energy vehicle, fuel cell system or renewable energy system or components for integrated gasification combined cycle coal facilities and equipment related to the sequestration of carbon from integrated gasification combined cycle plants.

The credit can be applied against compensating, gross receipts tax or withholding tax due. Any remaining credit can be carried forward for up to five years.

The effective date of this credit is July 1, 2007.

Criteria

- Company must employ one new full-time employee for each \$500,000 in qualified equipment up to \$30,000,000 to receive the credit
- Company must employ one new full-time employee for each \$1,000,000 in qualified equipment over \$30,000,000 to receive the credit

Example

Value of qualified equipment is \$5,000,000

$$\$5,000,000 / \$500,000 = 10 \text{ jobs required}$$

$$\$5,000,000 \times .05\% = \text{\$250,000 Savings}$$

Albuquerque MSA Location Profile

Incentives

Interstate WATS Tax Exemption

New Mexico tax law provides for an exemption from interstate telecommunications gross receipts taxes (4.25%) for receipts from the provision of wide-area telephone service (WATS) and private communications services. Therefore, there are no local or state taxes on interstate WATS or private communications services. (Private communications services are defined as dedicated services for a single customer that entitles the customer to exclusive or priority use of a communication channel or group of channels between a location within New Mexico and one or more specified locations outside the state.)

Child Care Tax Credit

New Mexico tax law provides for a corporate income tax credit of up to 30 percent of eligible expenses, net of reimbursements for child care services incurred and paid by the taxpayer in the taxable year for dependent children of their employees. A taxpayer that operates a child care facility used primarily by the dependent children of the taxpayer's employees may also claim a corporate income tax credit of up to 30 percent of the net cost of operating a child care facility. The credit may not exceed \$30,000 in any taxable year and unused credits can be carried forward for three consecutive years.

Additional Incentives

Out-of-State Tuition Waiver and Lottery Funded Scholarships

UNM and CNM will make in-state resident tuition rates available to relocating employees and their families who qualify for admission.

In addition, all resident New Mexican high school seniors with at least a 2.5 GPA are eligible for a New Mexico Lottery Scholarship which pays for students to attend a state college tuition free. The scholarship is funded by a New Mexico Lottery Program in which 100 percent of lottery net proceeds goes to the Lottery Tuition Fund.

Access to Local & State Government

This type of "incentive" is difficult to place a value on, however, many New Mexico companies explain that access to the Governor of New Mexico and the Legislature is common and very valuable. This extends to local government as well as to the state's congressional delegation.

Albuquerque MSA Location Profile

About AED

Albuquerque Economic Development

Albuquerque Economic Development, Inc. (AED), is a private, nonprofit, membership-based organization that is focused on the recruitment of new industry into the Albuquerque Metropolitan Area and also assists with the retention and expansion of existing industry. AED has served the Albuquerque area since 1960, recruiting more than 200 companies. AED actively recruits those companies that will export goods or services from New Mexico, thereby bringing new investment dollars to the state. These economic base jobs contribute to the area's economic growth, development and diversification, thereby improving the standard of living and opportunities within the Albuquerque area. A few examples of the companies AED has recruited or assisted include:

- Goodrich, ISR Systems - Albuquerque
- Ethicon Endo-Surgery
- Fidelity Investments
- Gap Inc.
- General Mills
- Hewlett-Packard
- Honeywell Aerospace
- Intel
- Outcomes Health Information Solutions
- Prime Therapeutics
- PR Newswire
- SCHOTT Solar
- Sennheiser Electronic
- SUMCO USA
- T-Mobile
- Tempur-Pedic
- Verizon Wireless

[Albuquerque Economic Development, Inc.](#) is eager to provide assistance specific to your company's location or expansion needs, in complete confidence. Our team of economic development professionals is organized to help you obtain the facts you need to thoroughly evaluate the Albuquerque metro area. We can save you countless hours of research and analysis by providing a full complement of services, all at no cost or obligation to you. For more information about expanding your business to the Albuquerque area, please visit our web site at www.abq.org or call **(800) 451-2933**. You can also call any of our team members. For AED staff information, please see the following page.

Albuquerque MSA Location Profile

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