

# Albuquerque Metro Area Business Location Profile



**ALBUQUERQUE**  
ECONOMIC DEVELOPMENT

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# Regional Overview

## Location / Accessibility

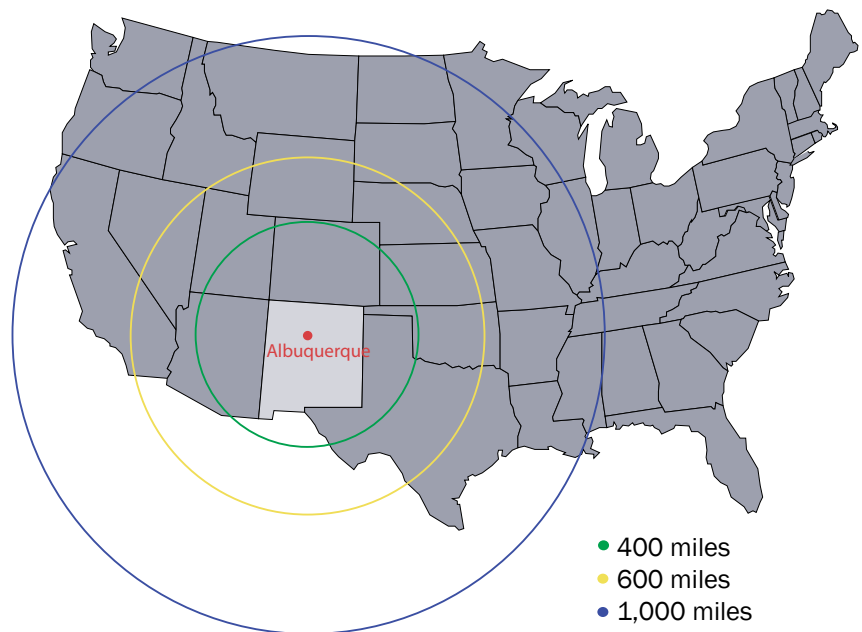
Albuquerque is the economic and geographic center of New Mexico. The city's Sunbelt location provides excellent access to market centers in the Southwest, Central, and Western United States. Interstate 40 and Interstate 25 intersect in Albuquerque providing fast access in all directions.

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 as well as manufacturing operations serving customer bases in the west coast, Central and South America.

From Albuquerque to:	# of miles
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



## Major Communities

### Albuquerque

The city of Albuquerque, founded in 1706 by the Spanish, is a city rich in history and tradition combined with all you would expect of a modern city and growing economy. With an estimated population of 545,800 Albuquerque is New Mexico's largest city. The community is home to a large mix of industrial and commercial companies such as SCHOTT Solar, General Mills, Tempur-Pedic and Sennheiser as well as a host of financial, insurance, and healthcare operations.



Area residents and employers benefit from the presence of large public institutions such as the University of New Mexico, Sandia National Laboratories, and the area's largest employer, Kirtland Air Force Base.

### Belen

The city of Belen, with an estimated population of 7,230, is situated in rapidly growing Valencia County (pop. 78,680). Located just 35 miles south of Albuquerque along Interstate 25 and the Rio Grande, Belen is home to major manufacturing companies such as Avonite and Sud-Chemie, as well as a host of smaller companies. The city combines old New Mexico charm with modern convenience, excellent transportation options, and a vibrant economy. With low tax rates, reasonable land prices, and a business-friendly city government, Belen is a great place to grow your business.



Belen is a friendly, progressive, economic development – seeking community on the verge of major growth. Its clean air, great scenery, schools, and strong sense of community make it an excellent place to grow an enterprise and raise a family. Belen's newly revitalized downtown area and proximity to Albuquerque ensure that business owners and their families have access to the conveniences of a major city and an attractive atmosphere in which to live and work.

### Estancia Valley

Located east of Albuquerque, Estancia Valley spans Tarrant and Southern Santa Fe Counties, and is home to several incorporated communities, including Edgewood, Estancia, Moriarty, and Mountainair. The valley's close proximity to Albuquerque - just minutes away along Interstate-40 - combined with an excellent highway system, available labor force, attractive tax rates, and a wide variety of settings, make the valley a prime location for enterprises of all kinds.

## Los Lunas

Los Lunas, a village of about 15,650 residents just 20 minutes south of Albuquerque, combines the advantages of small-town life with the convenience of a big city. New business and industry are attracted to this growing town, which offers direct access to Interstate-25 and a supportive community for economic development projects. Los Lunas has two major industrial parks - Los Morros Business Park and Huning Ranch, and is home to major manufacturers and distribution facilities such as Wall Colmonoy and Wal-Mart Distribution Center.

The Los Lunas area has a rapidly growing housing market to support new and expanding employers and the Village has expanded its utilities to accommodate future growth. The community recently approved a 2,200-acre master-planned community and golf course development.



## Rio Rancho

The City of Rio Rancho is the fastest-growing city in New Mexico. Incorporated in 1981, the city has an estimated population of more than 93,000 and is the third largest city in the State. The City of Rio Rancho is just 30 minutes from the Albuquerque International Sunport and 45 minutes from Santa Fe.

Rio Rancho has a well-developed plan to meet the rapidly expanding commercial and residential growth in the area. Currently in development is Rio Rancho's new City Centre central business district. City Centre is to become Rio Rancho's premier destination for upscale retail, office, dining, and entertainment venues. The development site consists of 160 acres of property and includes a new City Hall, a multi-purpose events center, two higher education institutions, and is home to Hewlett-Packard's new 218,000 square foot customer service center. Rio Rancho is also home to major operations such as US Cotton, Aero Mechanical Solutions and Intel.



## 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

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.

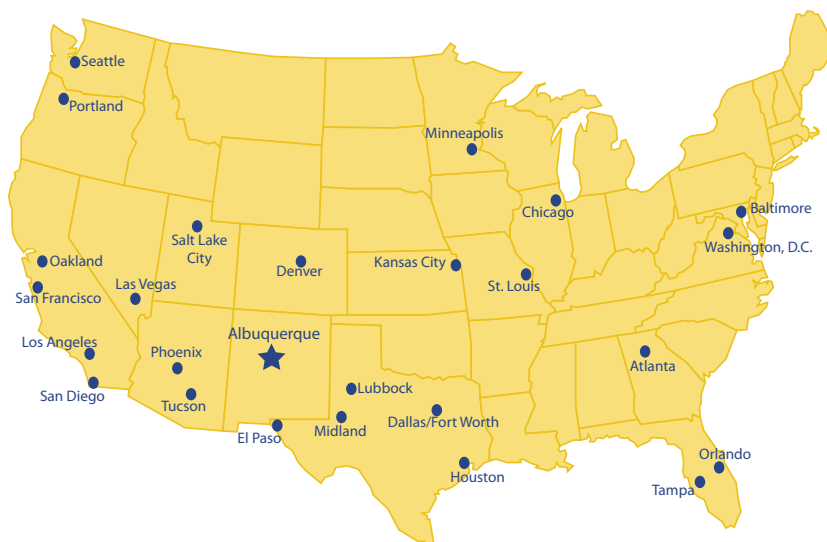
## Airlines

Albuquerque is served by seven major commercial carriers and also receives regular in-state service from commuter airlines.

- |                      |                      |                    |
|----------------------|----------------------|--------------------|
| American Airlines    | Frontier Airlines    | Southwest Airlines |
| Continental Airlines | Great Lakes Airlines | United Airlines    |
| Delta Airlines       | New Mexico Airlines  | US Airways         |

## Nonstop Destinations

Albuquerque International Sunport offers travelers nonstop service to twenty-six cities, including Chicago, Dallas, Los Angeles, Atlanta, and Chihuahua, Mexico.



## Ground Transportation

Two major highways (I-25 and I-40) bisect the city, providing national access for business and industry in the city as well as for several motor freight companies operating in the Albuquerque area. 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 contract over the Burlington Northern & Santa Fe tracks.

The New Mexico Rail Runner Express, a new light rail passenger commuter system, provides transportation from Belen (35 miles south of Albuquerque) to Santa Fe (60 miles north of Albuquerque).



## Population

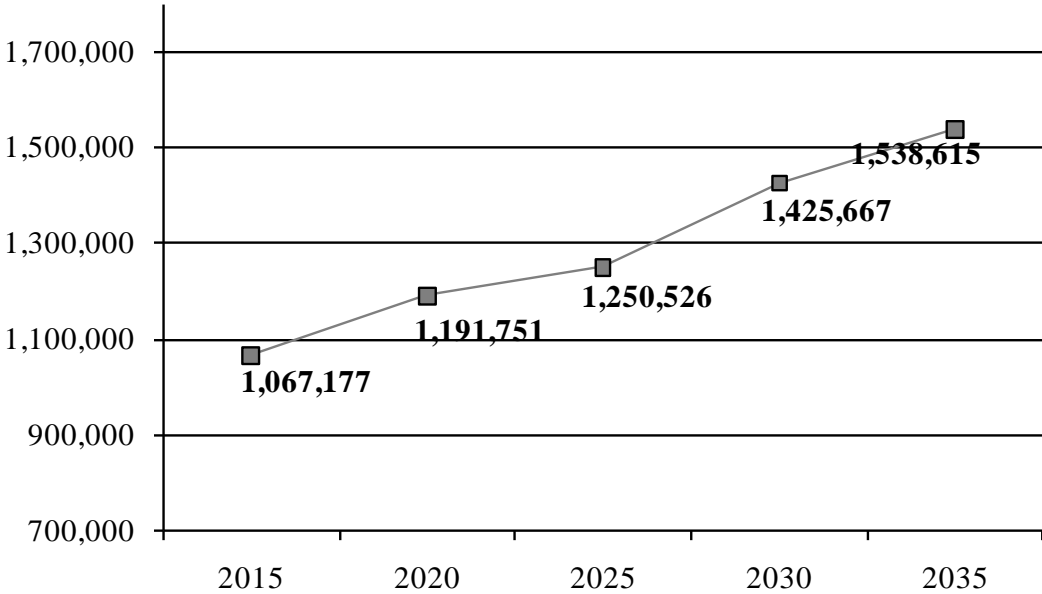
According to 2012 estimates, the Albuquerque metropolitan statistical area (MSA) population totals 914,190. Between 2000 and 2010 (Census) the metro population increased 21.6 percent from 729,649 to 887,077.

A large portion of the metro’s growth has been on the northwest, especially within the community of Rio Rancho. Between 2000 and 2010, Rio Rancho grew by 69 percent

County	2010 Census Population	2012 Estimated Population
Bernalillo (Albuquerque)	662,564	680,674
Sandoval (Rio Rancho)	131,561	138,331
Torrance (Moriarty)	16,383	16,503
Valencia (Belen, Los Lunas)	76,569	78,682
<b>MSA Population</b>	<b>887,077</b>	<b>914,190</b>

Source: U.S. Census Bureau, Census 2000 and Claritas, Inc. 2010 Estimates

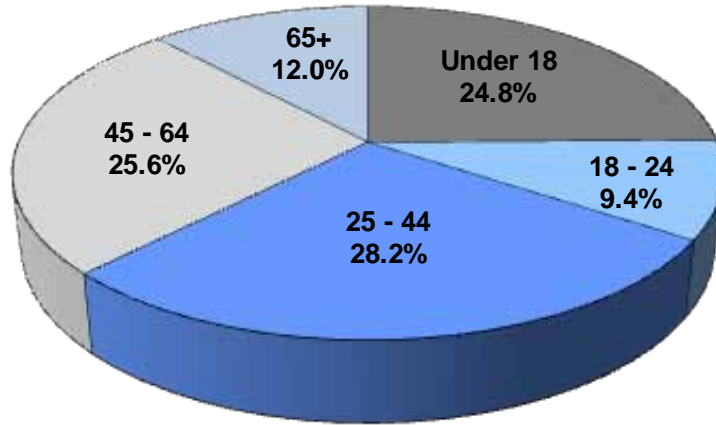
## Population Estimates (2015-2035)



Source: U.niversity of New Mexico, Bureau of Business and Economic Research

### Age Distribution

The Albuquerque MSA is comprised of a young population. The estimated average age of Albuquerque metro resident is 36.9 years. Approximately sixty-two percent of the population is under 45 years old.

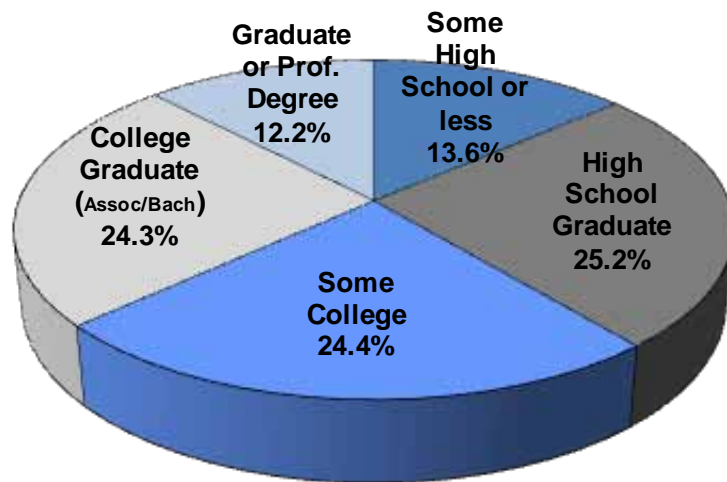


Source: Claritas Inc. 2012 estimates

### Educational Attainment

On a percentage basis, the City of 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. per capita in the nation.

#### Adults 25 Years and Older

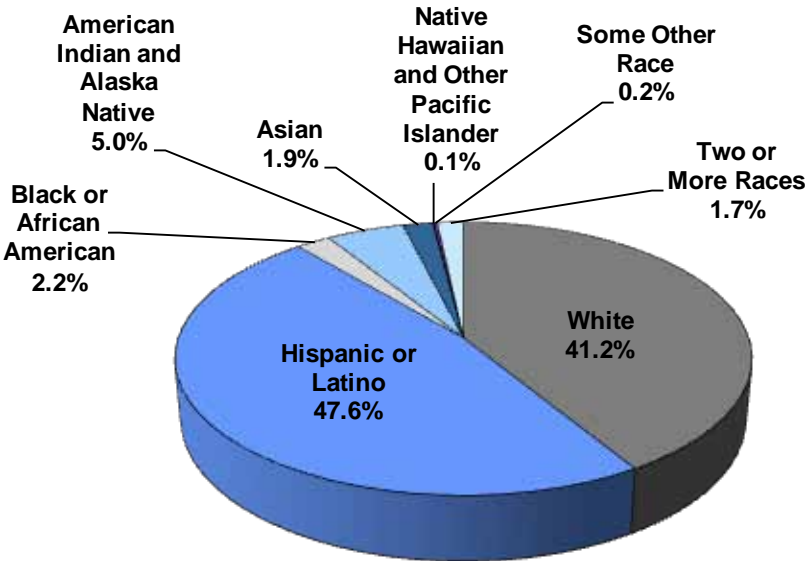


College graduate includes Associate and Bachelor degrees. May not add to 100% due to rounding.  
Source: Claritas Inc. 2012 estimates

**Diversity**

New Mexico has long been known for its unique ethnic and cultural diversity, which are defining features of the social landscape. Since roughly forty-three percent of the state’s population is concentrated in Albuquerque metro, the area benefits from a wide variety of cultural activities 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.



May not add to 100% due to rounding.  
Source: Claritas Inc. 2012 estimates

**Household Income**

The estimated median household income for the Albuquerque Metro Area is \$45,942 while the per capita income is estimated to be \$24,087..

Income Range	Number of Households	%
Less than \$34,999	135,416	37.72%
\$35,000 to \$49,999	60,415	16.83%
\$50,000 to \$74,999	69,867	19.46%
\$75,000 to \$99,999	39,625	11.04%
\$100,000 to \$125,999	23,888	6.65%
\$125,000 and above	29,761	8.29%

Source: Claritas Inc. 2012 estimates

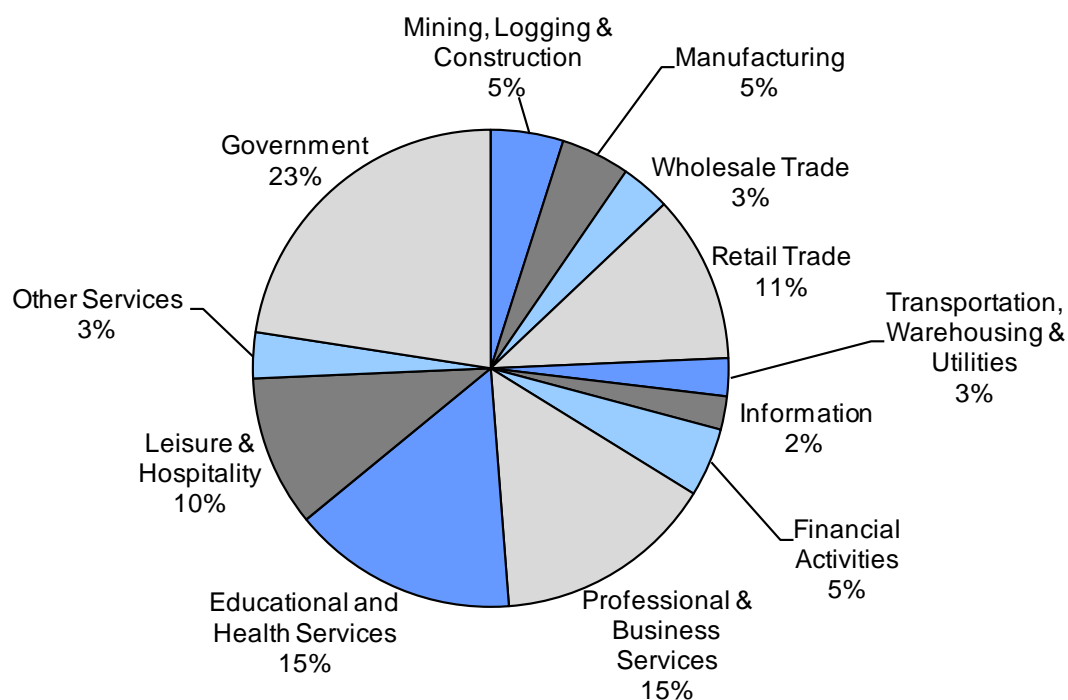
# Labor Market

## Labor Force

The Albuquerque metro region has a substantial labor force in terms of both size and productivity. In December 2011, Albuquerque's labor force was approximately 403,770 with an unemployment rate of 6.8%. Over the year, metro area nonfarm employment declined by nearly 0.5 percent. Albuquerque metro accounts for nearly 46 percent of the state's total employment.

Albuquerque metro's relatively young population combined with faster-than-average growth rate means continued availability of workers in the future. Furthermore, the region has a favorable ratio of residents in the key working-age group of 20-34 years. Current estimates show that 21.7% of the population is in this key age bracket, compared to the national average of 20.4%.

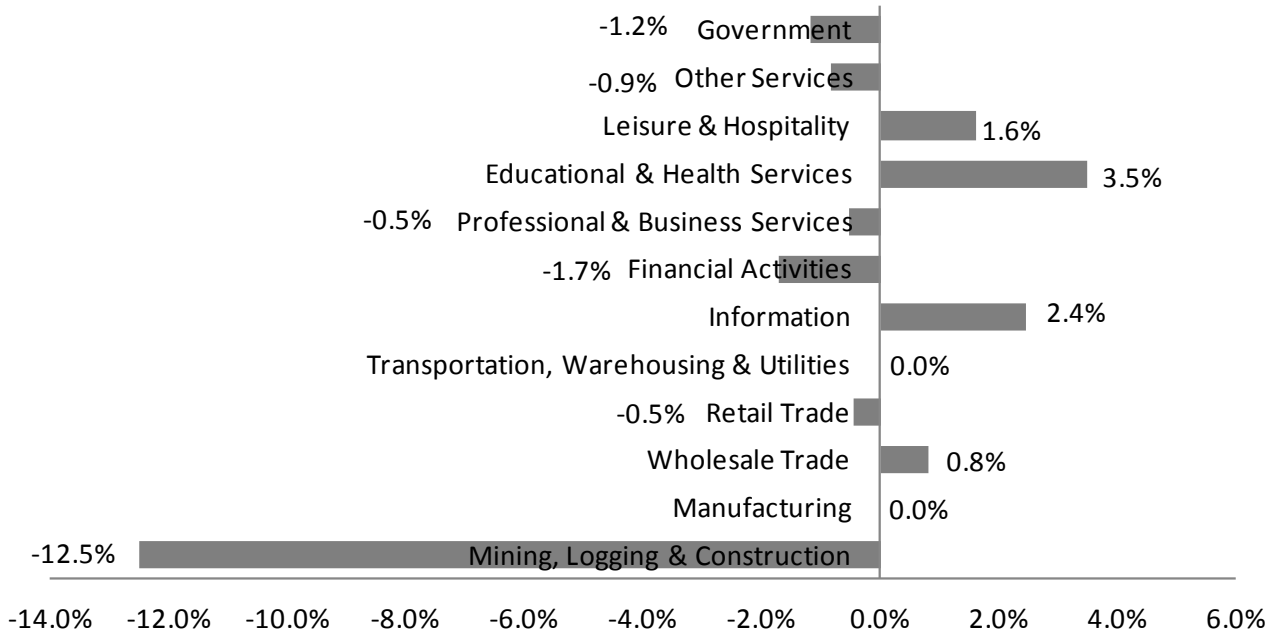
## Employment by Industry Sector (December 2011)



Numbers may not add to 100% due to rounding.

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

## Annual Industry Sector Growth (December 2010 - December 2011)



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

## Workforce Development

There are a variety of programs designed to offer local employers training and recruitment assistance. Training programs include existing classroom programs and customized classroom or on-the-job training. Training programs may be eligible for the State of New Mexico Job Training Incentive Program (JTIP) funding. JTIP funds customized training for newly created qualifying jobs in expanding or relocating companies in New Mexico. For more about JTIP see the incentives section.

### CNM Workforce Training Center

Albuquerque is home to the Central New Mexico Community College Workforce Training Center (WTC), which offers high quality and innovative employee training, professional development, continuing education, and skill development. Although, the WTC offers a wide selection of continuing education programs, it also specializes in developing customized training programs. It is through its customized workshops, courses and training programs that CNM has earned a national reputation as key industry partners in developing and training New Mexico's productive workforce. CNM has successfully partnered with a number of local companies to develop specific training programs including Intel and Verizon Wireless.

The Workforce Training Center is housed in a state-of-the-art facility that offers video conferencing capabilities, a high-bay area for large pieces of equipment, computer stations, general office space, and classrooms to accommodate over 900 students.

## Department of Workforce Solutions

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

- Pre-screening assistance
- Recruitment assistance
- On-the-job training program
- Labor market information

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

## University of New Mexico (UNM) Continuing Education

The UNM Continuing Education's Customized Training Program builds courses specific to a company's requirements and delivers those programs on a schedule and at a location of the company's choosing. Continuing Education staff work with company officials to translate their needs into focused, effective courses or programs delivered by expert instructors.

In addition to offering custom training, UNM Continuing education also offers consultation services to businesses. UNM's professional instructors are also consultant who can help employers design, develop, support, and implement training and organization solutions for a business. Consultants work to address the needs of ongoing projects as well as new organizational initiatives a business wants to implement.

## Recruitment Assistance

There are a number of recruitment services available to new and expanding employers including, the New Mexico Department of Workforce Solutions (NMDWS), NM Tech Jobs, NM CareerMatch, and AED's website.

## New Mexico Department of Workforce Solutions (NMDWS) One-Stops

NMDWS One-Stop Business Career Centers provide numerous services to businesses to help them maximize their profit by lowering recruitment costs. Business can utilize the centers to access the following services at no cost: employee recruitment and screening, posting job openings on local, state and national websites (more below), receiving and forwarding applicant resumes, pre screening and referral of qualified job seekers, labor market information, labor law compliance information, additional resources on issues that affect employers, federal bonding program, and access to training partnerships to support and develop a qualified workforce.

Intensive business services may also be provided, including job profiling, individual recruitment plans, group and individual counseling, skill assessment and occupational profiling, and business seminars.

## Virtual One-Stop System

Companies looking to hire can place job orders on the New Mexico Department of Workforce Solutions website and review existing posted resumes to find applicants for open positions. The NMDWS will also partner with the employer to perform a virtual search of all appropriate job seekers, providing pre screening services for the business. This is a statewide database that has the ability to spider through job seekers from the University of New Mexico's career services website and other related organizations. The program is free of charge and can be used on an unlimited basis.

## NM Department of Workforce Solutions Job Fairs

The NMDWS will organize job fairs specific to single employers for the purpose of mass recruitment. The NMDWS would cover all costs of advertising and promotion of the event as well as organize all materials for event day (location, computers, furniture, refreshments, etc.). NMDWS partners with over forty additional workforce related non-profit organizations throughout the state who would also take part of the job fair promotion. Staff members will be provided for screening, administration, interviewing and other services. The program is free of charge and can be used for employment ramp-up on multiple occasions.

## New Mexico Tech Jobs

The New Mexico High Tech Job Forum is a free website service sponsored by Technology Ventures Corporation and New Mexico WIRED, which links job seekers and contractors with New Mexico technology companies, industry partners and industry clusters to support New Mexico's economic development. The website provides convenient resume posting and job posting services, searchable databases and related resource links to help companies fill technology-related jobs in New Mexico. [www.nmtechjobs.com](http://www.nmtechjobs.com)

## NM CareerMatch

NM CareerMatch is a free resource for businesses and graduates in New Mexico. NM CareerMatch helps businesses connect with top talent who have graduated from participating New Mexico colleges and universities. Employers can post information about available jobs and can search the resume database for potential employees.

NM CareerMatch is currently available to University of New Mexico (UNM), Central New Mexico Community College (CNM), Santa Fe Community College (SFCC), UNM-Valencia and New Mexico Tech graduates. Other schools will be added in the coming months. [www.nmcareermatch.com](http://www.nmcareermatch.com)

## Albuquerque Economic Development

Albuquerque Economic Development, through its website and electronic newsletters, can advertise, free of charge, information regarding available positions. AED's website has a section specific to new expanding companies that is used to advertise companies that are hiring as well as upcoming job fairs. [www.abq.org](http://www.abq.org)

## Major Employers

Organization	Emp	Description
Kirtland Air Force Base (Civilian)*	16,728	Air Force Materiel Command
University of New Mexico	15,590	Educational Institution
Albuquerque Public Schools	14,000	Public School District
Sandia National Labs	8,245	Science-Based Technologies that Support National Security
Presbyterian	7,310	Hospital/Medical Services
City of Albuquerque	5,940	Government
UNM Hospital	5,900	Hospital/Medical Services
State of New Mexico	4,950	Government
Lovelace	3,695	Hospital/Medical Services
Intel Corporation	3,200	Semiconductor Manufacturer
Bernalillo County	2,730	Government
Central New Mexico Community College	2,140	Educational Institution
Rio Rancho Public Schools	2,000	Educational Institution
Sandia Resort & Casino	2,000	Resort & Casino
New Mexico Veterans Affairs Healthcare Sys.	1,800	Hospital/Medical Services
T-Mobile	1,700	Customer Service Center
Verizon Wireless	1,450	Wireless Technical Data Services & Customer Service Center
Isleta Casino & Resort	1,200	Casino & Resort
US Forest Service	1,100	Shared Services Center
Route 66 Casino Hotel	1,100	Casino & Hotel
Los Lunas Public Schools	1,085	Educational Institution
PNM Electric Services	1,040	Utilities Provider
Honeywell Defense and Space Electronic Sys	850	Aircraft Avionics Manufacturer
Wells Fargo	850	Financial Institution
SiTel	850	Technical / Customer Support Center
Blue Cross Blue Shield of NM	800	Claims Processing
Sprint	800	Customer Service Center
Santa Ana Star Casino	750	Casino
Adelante Development Center	720	Non-profit Organization
Citi Cards	700	Credit Card Collection & Customer Service Center
Belen Consolidated Schools	680	Public School District
City of Rio Rancho	680	Government
ARCA	680	Non-profit Organization
Lovelace Respiratory Research Institute	640	Biomedical Research
Stream Global Services	640	Customer Service Center
Social Security Albuquerque Teleservice Center	620	Customer Service Center
Albuquerque Publishing Company	600	Publisher
Moriarty Public Schools	580	Public School District
Ethicon-Endo Surgery	550	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.

## New Employers in the Albuquerque Metro Area

Company	Start-up Date	Anticipated Employment at Full Production	Company/Facility Description
Lowe's	2012	600	Customer Support Center
CFV Solar Test Laboratory and Fraunhofer R&D Facility	2010	35	PV Testing and Research & Development
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

## Target Industries

### Aerospace / Aviation

Albuquerque has long been a haven for aviation and aerospace enthusiasts, due to its wealth of talent and resources and not to mention more than 310 days of sunshine. Albuquerque's success in this arena is tied directly to Kirtland Air Force Base and the Air Force Research Laboratory's Space Vehicles Directorate, The Space Vehicles Directorate serves as the Air Force's "Center of Excellence" for space research and development.

In addition, there are a number of private companies in this field including:

- Honeywell Aerospace
- Sun Country Industries
- Aspen Avionics
- Lockheed Martin
- Devore Aviation
- Eclipse Aerospace

### Solar Technologies

With economic incentives that foster the growth of a renewable energy cluster and employment centers that seek to attract companies engaged in alternative energy product manufacturing, there is a rapidly developing cluster of solar technology companies in the Albuquerque metro area. And no wonder, New Mexico is ranked #2 in the U.S. for solar potential. In addition, manufacturing and service related companies have the opportunity to tap into one of the world's greatest concentrations of technology assets. 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 involved in the research and development of alternative energy products.

Companies investing and growing in the Albuquerque metro area include:

- SCHOTT Solar
- Sacred Power
- UniRac
- Array Technologies
- EMCORE
- Fraunhofer CFV Solar Test Lab

### Semiconductors & Electronics

Albuquerque is continuously recognized as a high tech haven by national publications such as Wired and Small Times magazines due to the variety of companies and technology savvy workforce available to new and expanding companies. The cluster, which includes computer chip manufacturing and the production of electronic components, is able to flourish here because of the city's availability of skilled workers, high tech centers, advanced manufacturing programs, and low business costs. According to the New Economy Index, New Mexico ranks 2<sup>nd</sup> in the country for percentage of high-tech jobs and 3<sup>rd</sup> for percentage of scientists and engineers.

The metro area is home to one of Intel's largest semiconductor manufacturing plant. Other leading companies include:

- Intel
- Delta Group Electronics
- Sennheiser
- SUMCO
- Innovasic

## Microsystems / Nanotechnology

Microsystems/nanotechnology is a growing and advancing industry that plays an integral role in everything from transportation and telecommunications to medicine and weapons technology. New Mexico is consistently ranked as one of the top five states for nanotech by Small Times magazine. The Albuquerque region is home to many innovative programs and facilities that foster the growth of the cluster.

One of Albuquerque's most unique contributions to the area's microsystems/nanotech cluster is Central New Mexico Community College (CNM). CNM was the first community college in the nation to offer a full curriculum on the subject of Micro Electromechanical Systems, or MEMS, and is home to Southwest Center for Microsystems Education. Other renowned resources include the Microsystems & Engineering Sciences Applications (MESA) complex, a \$453 million state-of-the-art microsystems research and development facility operated by Sandia National Labs and the Center for Integrated Nanotechnologies (CINT), an \$85 million Department of Energy Nanoscale Science Research Center (NSRC) operating as a national user facility devoted to establishing the scientific principles that govern the design and integration of nanoscale materials.

Leading metro area companies in the Microsystems/nanotechnology industry include:

- NanoPore
- NanoCool
- Qynergy
- HT Micro Inc.

## Directed Energy Optics

Albuquerque is one of the only places in the world where students can begin to study optics in high school and continue on to associate programs, undergraduate, and graduate programs all the way to a Ph.D. in Optical Science and Engineering at the University of New Mexico. World-class technical support is provided locally from Sandia National Labs, the Air Force Research Laboratory's Directed Energy Directorate at Kirtland Air Force Base, and the New Mexico Optics Industry Association.

The Directed Energy Directorate is the Department of Defense's center of expertise for lasers, high-energy microwaves, high-power millimeter waves and advanced optics. This national resource and the talent it attracts is a catalyst for new and expanding companies including:

- Boeing Directed Energy Systems
- CVI Melles Griot
- WaveFront Sciences
- Applied Technology Associates
- InSync Optics
- Optomec

## Shared Services

Albuquerque's shared services/back office cluster comprises large, well-known companies such as Gap, Verizon, T-Mobile, and Southwest Airlines. Back office operations prosper here because of the metro area's few teleservicing regulations, strong bilingual capability, telecommunications infrastructure, and availability of skilled workers. The Albuquerque metro area has more than 50,000 college students from which to recruit. In addition, the city's largest community college provides customized training and skill set offerings for call center representatives and management.

# Business Environment

## Incentives

The State of New Mexico and the Albuquerque metro area have a number of aggressive incentives to assist with the relocation and expansion of business.

### Industrial Revenue Bonds

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

#### Example

Assume a company invests \$25,000,000 in Albuquerque: \$10,000,000 in land and building, and \$15,000,000 in equipment purchased out of state:

Property	Value	Assessed 1/3 percent of value	Property Mill Levy Rate	Community Exemption	Estimated Tax Exemption
Land and Building	\$10,000,000	\$3,333,333	0.046632	95%	\$147,668
<b>Estimated Tax Savings over 20 Years</b>					<b>\$2,953,360</b>
Equipment (Year 1)	\$15,000,000	\$5,000,000	0.046632	95%	\$221,502
<b>Estimated Tax Savings over 7 Years</b>					<b>\$886,008</b>

Compensating Tax Exemption			
Property	Value	Compensating Tax Rate	Estimated Tax Exemption
Equipment	\$15,000,000	5.125%	\$768,750

Out-of-state purchases subject to compensating tax rate of 5.125% are exempted. Property tax is assessed at 1/3 of value then multiplied by the mill levy rate. 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

## Job Training Incentive Program

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 train

The state will reimburse

- Up to 40% of trainees' wages up to 1,040 hours for companies located in urban areas
- Up to 65% of trainees' wages up to 1,040 hours in rural areas
- Classroom training costs provided by NM post-secondary educational institutions, \$35/hr for instructors' time capped at \$1,000 per employee

### 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

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				
<b>Estimated Job Training Value</b>	<b>\$262,718</b>				

\*The Job Training Incentive Program Board uses "O-Net" to determine allowable training hours. Proof of actual training hours will be required.

\*\*Reimbursement may be up to 40% for companies located in urban areas. The reimbursement percentages may be adjusted at the discretion of the board based on availability of funds and/or sufficient appropriations.

Note: Positions shaded in gray qualify for JTIP through 10% rule

## High Wage Jobs Tax Credit

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 net taxable wage 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 a net taxable wage of at least \$28,000 annually.

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
<b>Estimated High Wage Jobs Tax Credit Value</b>					<b>\$1,332,500</b>

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.

## Manufacturing Investment Tax Credit

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	<u>1 New Worker Employed for Each</u>
\$0 - \$30,000,000	\$500,000 in qualified equipment
Over \$30,000,000	\$1 million in qualified equipment

### Example

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

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

$\$15,000,000 \times .05125 = \$768,750$  savings

## 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 \$15,000,000

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

$\$15,000,000 \times .05\% = \$750,000$  Savings

## 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.

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.

## 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 and 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.

## Taxes

The State of New Mexico and the Albuquerque metro area have a favorable tax environment and aggressive incentives to promote the relocation and expansion of business.

### 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.

### 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
Over \$1,000,000	\$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.

### 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 2012 is \$22,400,

## 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 51.762. In the City of Albuquerque, the current non-residential mill levy rate is 46.802.

### Property Tax Formula

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

## Inventory Tax

There is no inventory tax in the State of New Mexico.

## Commercial Real Estate

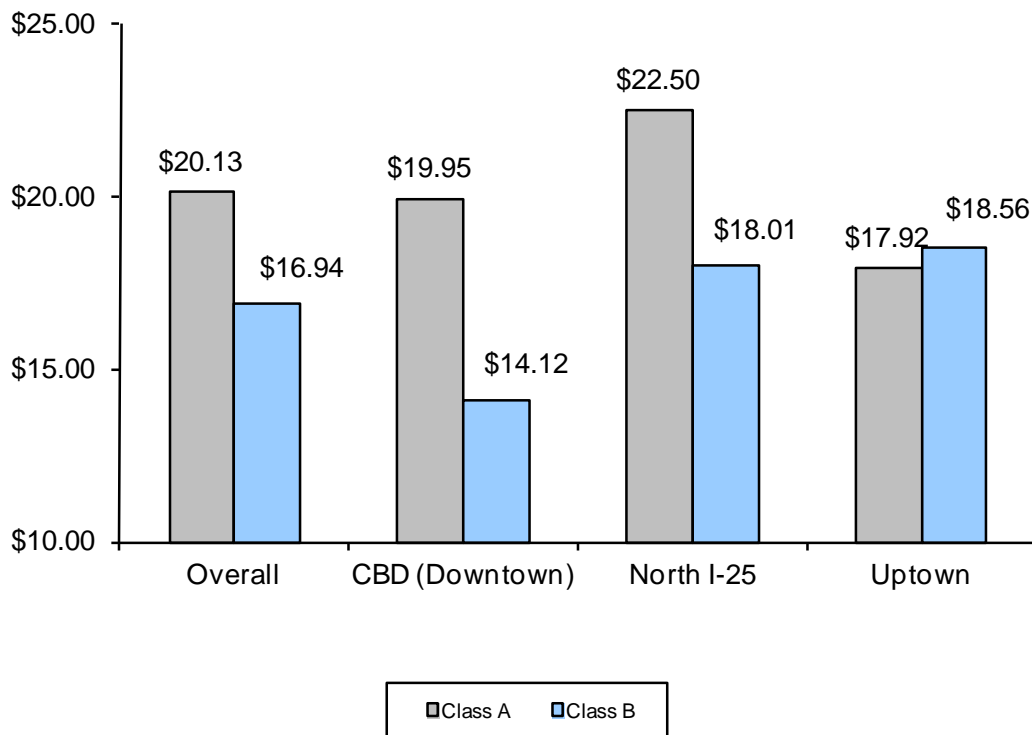
### Office Market

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.

#### Fourth Quarter 2011

- The office market totals 13.7 million square feet
- The office vacancy rate is 18.5%
- Average asking rental rate for class A is \$20.13 per square foot/yr
- Average asking rental rate for class B is \$16.94 per square foot/yr

**Asking Average Rental Rate by Location  
4th Quarter 2011**



Source: Grubb & Ellis New Mexico, Office Trends Report

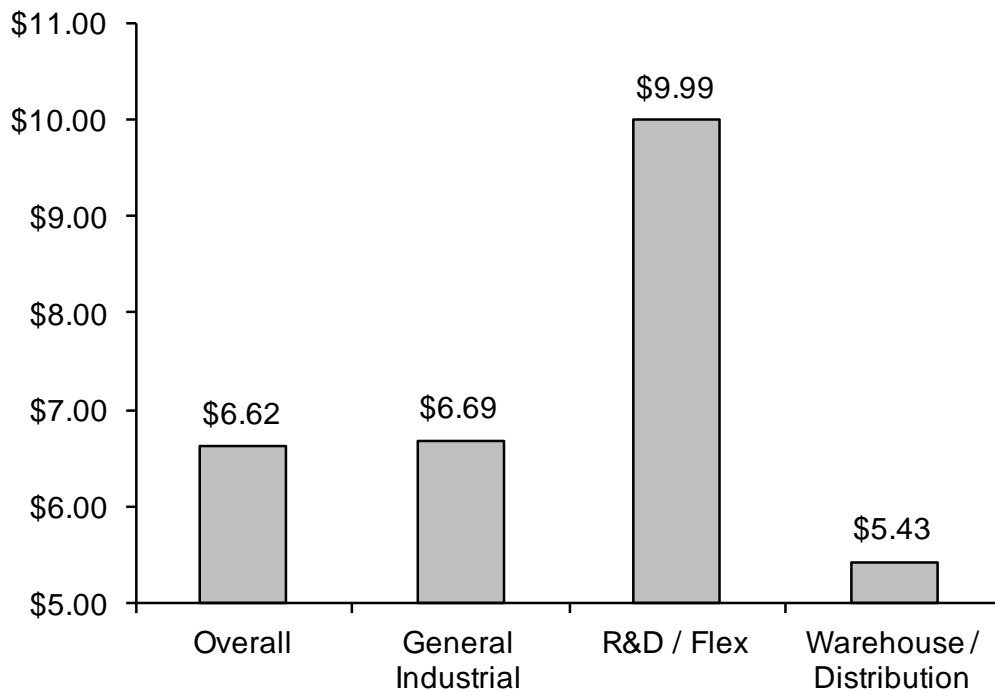
## Industrial Market

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 plus 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.

### Foruth Quarter 2011

- The industrial market totals 36.8 million square feet
- Industrial vacancy rate is 10.3%
- Average asking rental rate for general industrial is \$6.62 per square foot/yr

**Average Asking Rental Rate by Product Type  
4th Quarter 2011**



Source: Grubb & Ellis New Mexico, Industrial Trends Report

## Utilities

### Electricity

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%.

### Natural Gas

Albuquerque's natural gas is 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 NMGCO 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 telecommunications providers 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).

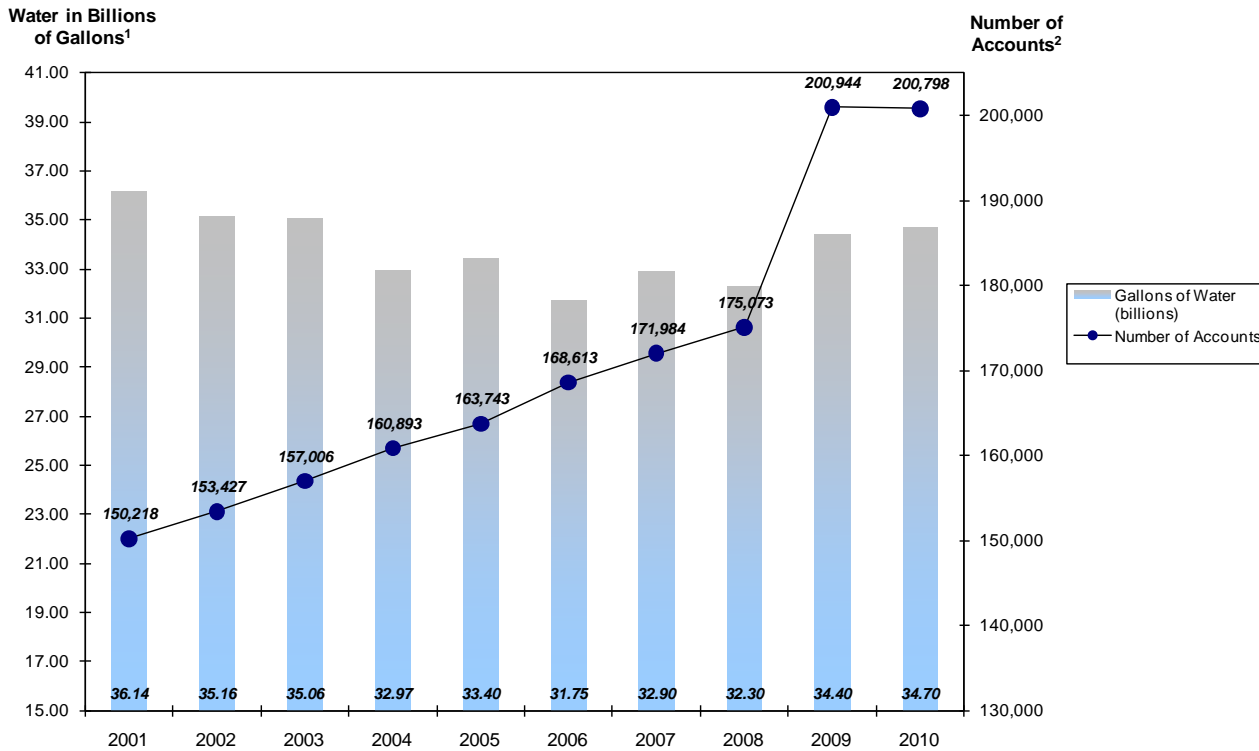
Albuquerque is also home to a data co-location facility ([www.bigbyte.cc](http://www.bigbyte.cc)). The 65,000 square foot building in the heart of Downtown offers 450 volts of electricity per square foot. Over 100 wired telecom cages are available to business networks.

## 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.

Source: Albuquerque Bernalillo County Water Utility Authority

# Quality of Life

## Climate & Geography

The Albuquerque metro area offers residents a refreshing blend of scenic beauty, and small town charm with all of the amenities of a bustling city. Albuquerque metro is an ideal place to live, work and thrive.

Nestled near the Sandia Mountains along the Rio Grande River, Albuquerque boasts a temperate climate with 310 days of sunshine a year. Year-round recreational opportunities abound with over 28,000 acres of open space and miles of trails throughout the City. Skiing, golfing, hiking, bicycling and many more outdoor activities await.

## 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

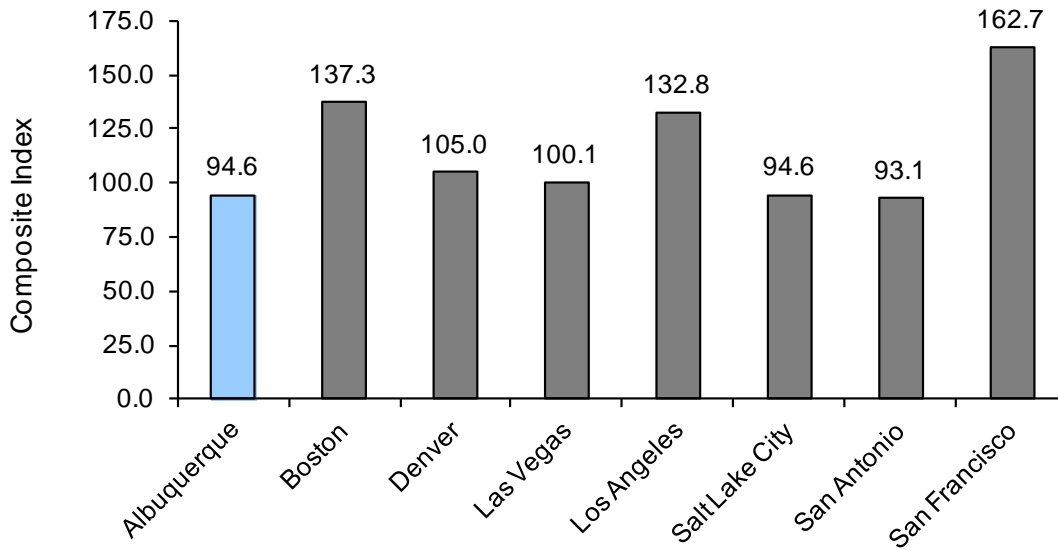


Rio Grande River with Sandia Mountains in the background. Photo courtesy of Bill Tondreau.

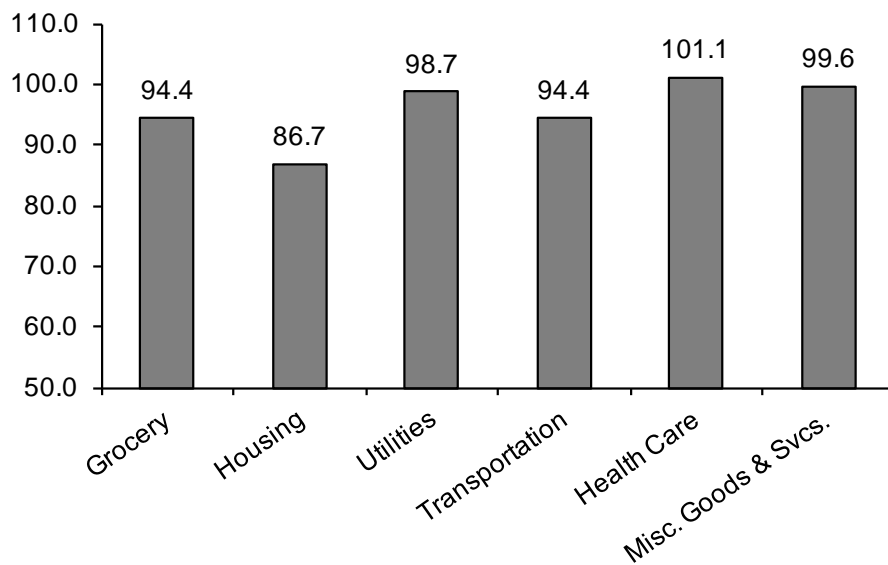
## Cost of Living

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 Comparison



### Cost of Living Categories



Source: C2ER Cost of Living Index, 4th quarter 2011. Information was not collected for City of Albuquerque, thus graphs are derived from data reported for Rio Rancho (ABQ Metro community).

## 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 2012 estimates, nearly 68% 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 fourth quarter of 2011, the median sales price of an existing single-family home in the metro area was \$163,300 nearly twenty-six percent lower than the western median of \$205,200.

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 4th Quarter 2011

Location	Median Sale Price
<b>Albuquerque, NM</b>	<b>\$163,300</b>
Austin, TX	\$188,300
Boston, MA	\$325,000
Colorado Springs, CO	\$186,700
Denver, CO	\$230,700
Las Vegas, NV	\$121,800
Los Angeles, CA	\$296,900
New York-Northern New Jersey	\$362,700
Phoenix, AZ	\$118,800
San Antonio, TX	\$150,400
San Francisco, CA	\$462,300
Tucson, AZ	\$130,800
U.S.	\$163,500
Western Area	\$205,200

Source: National Association of Realtors

## Rental Housing

The Albuquerque area has a large supply of affordable rental housing.. There are a number of large and small apartment complexes throughout the metro. Several new constructions are now being occupied, particularly in the downtown area and westside Albuquerque. To learn more about rental housing in the area visit the Apartment Association of New Mexico website, [www.aanm.org](http://www.aanm.org).

## 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	Sandia Prep
Bosque School	Menaul School	St. Pius X High School

## Lottery Funded Scholarship

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 \$497 million and more than 75,000 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 is home to a robust educational system. In fact, the City Albuquerque ranks among the top in the nation for cities with the most college graduates, with 32 percent of persons 25 or older having a bachelor’s degree or higher (29 percent in the Albuquerque metro area). New Mexico also has one of the largest concentrations of PhDs per capita in the nation. There are over 60,000 college students in the Albuquerque metro area enrolled in a wide range of programs. Albuquerque’s educational system provides a wide variety of choices for private, public, continuing and advanced education.

Institution	Enrollment	Description
University of New Mexico (main campus)	27,300	State’s largest public university, undergraduate & graduate programs
Central New Mexico Community College	28,000*	Public college, Associate & certificate programs
University of Phoenix	1,500	Private university, undergraduate & graduate programs
National American University	735	Private university, undergraduate & graduate programs
New Mexico Highlands University (branch)	665	Public university, undergraduate & graduate programs
ITT Technical Institute	610	Private college, undergraduate & graduate programs
Southwestern Indian Polytechnic Institute	550	National Indian community college, Associate & certificate programs
Pima Medical Institute	500	Private, Associate and certificate medical programs
Webster University	470	Private university, graduate programs

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

### 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

## Central New Mexico Community College (CNM)

Central New Mexico Community College (CNM) has transitioned from a trade school to a community college and become the second largest educational institution in New Mexico. Over 28,000 students take advantage of CNM's certificate programs, associate degrees, and continuing education offerings at its four Albuquerque campuses. Today CNM offers certificate and degree programs in over 100 areas in Applied Technologies; Business & Information Technology; Communication, Humanities & Social Sciences; Health, Wellness & Public Safety; Educational & Career Advancement; and Mathematics, Science & Engineering. Courses are taught in the classroom and via Distance Learning to allow students the most flexibility possible in their education.

CNM also reaches non-traditional populations through its Concurrent Enrollment and College & Career Bound programs for high school-age students and the Emeritus Academy for learners age 50 and older. High school students looking to get a head start on college, will have abundant opportunities to take dual-enrollment courses, which save time and money.

CNM has a wide selection of continuing education programs and specializes in developing its nationally recognized customized training programs to meet company needs as well as the growing Albuquerque student population's 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.

## Healthcare

Albuquerque's healthcare providers deliver everything from emergency care to advanced specialty services to the community. With nearly 1,700 hospital beds, Albuquerque is the center of health care excellence in New Mexico.

The University of New Mexico (UNM) is a nationally recognized Class I research institution committed to innovation in the medical field. The newly constructed \$90 million, 206,000-square-foot University of New Mexico Cancer Center offers world-class treatment and clinical research. The Lovelace Respiratory Research Institute leads the charge in biomedical research, along with prevention and treatment of a wide range of respiratory issues.

The Albuquerque metro area's population is growing and healthcare providers are investing now for the future. One new hospital is under construction in Rio Rancho: the University of New Mexico is building its 200,000 square foot, \$159 million Sandoval Regional Medical Center teaching hospital. Presbyterian Healthcare Services recently opened its \$165 million, 66-bed hospital in Rio Rancho.

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
UNM Sandoval Regional Medical Center (2012)	68
Presbyterian Rio Rancho	65
Heart Hospital of New Mexico	55

## Major Healthcare Insurance Organizations

- Blue Cross Blue Shield of New Mexico
- Delta Dental
- Lovelace Healthplan
- Molina Healthcare of New Mexico
- Presbyterian Health Plan
- UnitedHealthcare

## Recreation

Albuquerque is centrally located in the “land of enchantment,” with its temperate climate perfect for outdoor activities. 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



Biking in the Sandia Mountain foothills

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 New Mexico 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



Polar bears at the Rio Grande Zoo

## Culture

The rich culture and history of Albuquerque dates back more than 300 years and today plays an important role its future. Its architecture, cuisine, and language make Albuquerque a rich and vibrant community with its own unique identity. From Old Town to the North Valley, one can see structures old and new influenced by the Spanish and Native American cultures.

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 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.



Flamenco dancer performs in Old Town  
Photo courtesy of ACVB

## Major Events

Event	Month
The Gathering of Nations Powwow	April
New Mexico Arts & Crafts Fair	June
Chamber Music Festival	June - August
Santa Fe Opera	July - August
New Mexico State Fair	September
Albuquerque International Balloon Fiesta	October



Visitors enjoy exhibits and the Indian Pueblo Cultural Center and National Hispanic Cultural Center.  
Photos courtesy of ACVB.

# 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
- 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](http://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.

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