

# Advancing Site Readiness in New Mexico



## Nationwide Distribution

36+ states have a site readiness program in place now, which include investments into site characterization analysis of public and private properties, as well as funding for predevelopment needs to get sites ready for development.



## 2024 State of Site Selection

82% of site consultants strongly agree that for industrial projects, the availability of development-ready sites with sufficient infrastructure capacity is the top location driver in 2024.

## Examples and Cost Ranges of Qualified Predevelopment Activities:

- 1 Infrastructure Development**  
\$500k – \$10m investment in infrastructure
- 2 Site Feasibility Analysis**  
\$50k - 500k
- 3 Environmental Assessments**  
\$25k - \$500k for environmental studies
- 4 Grading**  
\$15k - 50k per acre
- 5 Average Site Size**  
20 – 1,000 acres in size for industrial uses

Figures are per site and vary based on unique site attributes

## Bold Economic Futures Require Bold Economic Investments

### Consequences of Inaction

Employers and jobs will continue to choose competitor states for their investment

Percent of projects lost due to inadequate site and infrastructure readiness

**30%**



### Unrealized Economic Returns

**9,000** Direct Jobs Created  
**\$923** million Labor Income  
**\$280** million State Tax Revenue  
**\$370** million Local Tax Revenue

\*Figures derived from state volume of economic development projects and applying regional averages for economic impacts by type.

### Investment Profile

Jobs: 250  
Industry: Fabricated Metal Manufacturing  
Building Size: 300,000 Square Feet  
Capital Investment: \$80 million

- \$30 million in land, building, and construction
- \$50 million in equipment

### 10-Year Return on Investment

State and Local Tax Revenue Generated

**23:1**

#### State Tax Revenue

\$20,864,170

#### Local Tax Revenue

\$25,879,500



### 10-Year Impact Metrics

Economic Output	-----	\$83.1 million
Jobs	-----	424
Payroll	-----	\$20.8 million
State Tax Revenue	-----	\$20.86 million
Local Tax Revenue	-----	\$25.88 million

The economic return on investment is calculated by dividing projected state and local tax revenue by the site readiness dollars invested into the site.

# Program Elements and Return on Investment



## 2025 Legislative Session

### Senate Bill 169

- Senate Bill 169 creates the Strategic Economic Development Site Readiness Act, providing funding and a comprehensive framework for identifying and preparing strategic economic development sites in New Mexico.

### Senate Bill 170

- Senate Bill 170 creates an expedited regulatory review process so utilities may pre-play capital infrastructure to designated economic development sites, as certified by the Economic Development Department. The bill also allows the New Mexico Finance Authority to provide low interest loans to rural electric cooperatives to fund infrastructure deployment to economic development sites.

## Program Elements

### Identification →

Research and mapping of available land for new potential sites with specific parameters.

i.e., location, acreage, zoning.

Source: Global Location Strategies

### Evaluation →

Assessment of identified sites to determine development suitability.

i.e., soil quality, proximity of infrastructure, land ownership

### Classification →

Formalized process by which a site is verified to meet certain pre-established criteria to identify development readiness.

i.e., site control, development costs verified, due diligence availability

### Development →

Allocation of financial resources to prepare a site for development.

i.e., acquisition, infrastructure improvements, environmental remediation.

### Marketing

Promoting identified, evaluated, and certified sites to potential developers and investors.

i.e., collateral, sites and buildings database listing.

## Core Components & Benefits of Site Readiness

# 1

### Site Characterization

A process used to evaluate a sites current level of development readiness.

# 2

### Site Pre-Development Fund

Used to further develop site infrastructure and pre-development due diligence aligned to the previous characterization process.



**Speed:** Businesses operate on tight timelines. A site readiness program accelerates processes such as land acquisition, permitting, and infrastructure development.



**Simplicity:** Programs that offer clear site information and streamlined procedures reduce the complexity and potential confusion for companies.



**Certainty:** Businesses need to know that essential components—zoning, utilities, and transport access—are reliable and in place, reducing risks and fostering a favorable investment climate.

# Site Readiness Program/Grant Examples



## Virginia

In 2024, the Commonwealth of Virginia granted **\$126 million** in site development grant funding. These grants help communities prepare industrial sites for business investment. To date, 45 sites have received funding, and to date, 3,720 direct jobs have been announced on sites that have received VBRSP grants.

### 2024 Award Examples

- Coastal Virginia Mega Site, \$35,000,000 – Continue due diligence and begin utility easement acquisition and design.
- Coleman Site, \$9,000,000 – Complete design, engineering, and construction of an 80-acre pad site
- VCI Property, \$3,500,000 – Complete due diligence, remediate contaminated soil, and remove a large concrete pad.
- Port 460 Logistics Center, \$3,500,000 – Design and construct wet utilities onsite.
- Summit View Business Park, \$5,500,000 – Study, design, and construct a sanitary sewer pipe for increased capacity to the site.

## Michigan

In 2024, the State of Michigan granted **\$87.5 million** in site development grant funding. More than half of the awards will go toward site preparation on existing brownfield sites. The Initiative aims to develop at least three large sites (300 acres or larger) and an additional 15 smaller strategic sites statewide. Investing in needed infrastructure and site readiness could directly support the creation of more than 8,000 new, high-wage jobs and over \$10 billion in private investment.

### 2024 Award Examples

- Hancock Business & Technology Park - \$969,352 - Complete necessary infrastructure improvements, including increasing capacity in electric, gas and water at the site
- Covenant Business Park, \$17,500,000 - Infrastructure improvements include increasing utility capacity to the site.
- Flint Commerce Center, \$5,900,000 - Site preparation work including removal of underground utilities, concrete slabs and foundations, and updating the sewer system.
- Lansing Racer Trust Plant 6 Site, \$18,975,000 - Site preparation includes removal of underground utilities, demolishing old structures, site due diligence and developing remediation plans for future use of the site.

## Tennessee

In 2024, the State of Tennessee granted nearly **\$18 million** in site development grant funding. These grants help communities prepare industrial sites for business investment. To date, the state has awarded nearly 175 Site Development Grants across Tennessee. The grants, totaling approximately \$17.9 million, are designed to help communities invest in infrastructure and engineering improvements to land economic development projects.

### 2024 Award Examples

- Bristol Industrial Park, \$2,000,000 – Property grading
- McDonald Farm, \$3,000,000 – Water infrastructure
- I-40 Advantage Industrial Park, \$2,000,000 – Access road construction
- Commerce Park Interstate Site, \$5,000,000 – Speculative building construction
- Bristol South Industrial Park, \$100,000 – Due diligence studies