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## FOR GLOBAL COMPETITIVENESS

Site Selection Database for Doña Ana County

July 2016

UNIVERSITY OF TEXAS AT EL PASO



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## I. Demographics

### A. Population Characteristics

Age Distribution	2010	2011	2012	2013	2014
Total Population by Age	210,202	212,982	214,428	214,051	214,059
Under - 14	45,894	46,432	46,964	47,467	46,179
15-19	16,221	17,655	17,717	18,261	18,020
20-34	46,883	47,337	47,612	47,718	49,374
35-54	46,883	50,434	50,156	49,515	47,655
55-74	31,058	37,309	39,218	39,262	39,599
75 - Older	10,880	11,371	11,931	12,222	12,633
Distribution by Age Group (%)	2010	2011	2012	2013	2014
Under - 14	21.83	21.80	21.90	22.18	21.57
15-19	7.72	8.29	8.26	8.53	8.42
20-34	22.30	22.23	22.20	22.29	23.07
35-54	22.30	23.68	23.39	23.13	22.26
55-74	14.78	17.52	18.29	18.34	18.50
75 - Older	5.18	5.34	5.56	5.71	5.90
Median Age	32	32	32	32	33

Source: US Census- American Fact Finder.

### B. Household Characteristics

Characteristics	2010	2011	2012	2013	2014
Number of Households	71,748	72,748	73,183	73,797	74,623
Median Household Income (USD)	36,657.00	37,223.00	38,462.00	37,933.00	38,426.00
Mean Household Income (USD)	50,366.00	52,398.00	53,900.00	54,043.00	55,193.00
Household Income Distribution (%)	2010	2011	2012	2013	2014
Less than \$10,000	10.40	10.00	10.20	10.80	11.20
\$10,000 to \$14,999	9.00	8.60	7.90	7.70	7.20
\$15,000 to \$24,999	16.80	16.90	16.20	16.50	16.40
\$25,000 to \$34,999	12.20	12.10	12.10	12.00	11.40
\$35,000 to \$49,999	14.50	14.30	13.90	13.90	14.70
\$50,000 to \$74,999	16.10	15.20	15.80	15.50	15.20
\$75,000 to \$99,999	9.20	10.20	10.60	10.40	10.10
\$100,000 to \$149,999	8.10	8.70	8.40	8.10	8.40
\$150,000 to \$199,999	2.10	2.20	2.80	3.00	3.20
\$200,000 or more	1.50	1.90	2.00	2.10	2.30

Source: US Census- American Fact Finder.

### C. Educational Attainment

Year	2009	2010	2011	2012	2013
Population 3 years and over enrolled in school	63,592	64,427	66,132	67,448	68,291
Nursery school, preschool	2,757	2,645	2,601	2,762	2,794
Kindergarten to 12th grade	38,468	39,431	39,831	40,525	40,556
Kindergarten	2,757	2,683	2,769	2,898	2,758
Elementary: grade 1 to grade 4	11,192	11,838	11,829	12,343	12,679
Elementary: grade 5 to grade 8	12,298	12,010	12,350	12,277	12,296
High school: grade 9 to grade 12	12,221	12,900	12,883	13,007	12,823
College, undergraduate	18,787	18,516	19,965	20,270	21,259
Graduate, professional school	3,580	3,835	3,735	3,891	3,682
<b>College Educational Attainment by Gender</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>
Population 18 years and over	142,897	146,835	150,291	153,127	155,439
Enrolled in college or graduate school	16%	15%	16%	16%	16%
Males 18 years and over	70,178	70,954	72,719	74,203	75,438
Enrolled in college or graduate school	15%	15%	15%	15%	15%
Females 18 years and over	72,719	75,881	77,572	78,924	80,001
Enrolled in college or graduate school	16%	16%	16%	17%	17%

Source: US Census- American Fact Finder.

## II. Labor Force

### A. Unemployment Rate for Las Cruces MSA.

Period	Dec-11	Dec-12	Dec-13	Dec-14	Dec-15
Unemployment Rate (%)	7.3	6.9	7.0	6.7	6.8

Source: Bureau of Labor Statistics.

### B. Employment Characteristics

Employment Reported by Place of Work	Number of Total Establishments 2014	Total Number of Employees			Total Number of Employees (%)		
		2012	2013	2014	2012	2013	2014
Agriculture, Forestry and Fishing	10	57	54	N/A	0.11	.011	N/A
Mining, Quarrying	6	34	31	28	0.07	0.06	0.06
Utilities	23	268	266	262	0.54	0.52	0.52
Construction	424	3,323	3,122	3,332	6.70	6.29	6.55
Manufacturing	135	2,597	2,502	2,371	5.23	5.04	4.66
Wholesale trade	108	1,049	1,231	1,080	2.11	2.48	2.12
Retail trade	501	8,067	8,049	8,034	16.26	16.22	15.80
Transportation and Warehousing	108	1,573	1,513	1,461	3.17	3.05	2.87
Information	43	490	493	498	0.99	0.99	0.98
Finance and Insurance	242	1,821	1,744	1,649	3.67	3.05	3.24
Real Estate, Rental and Leasing	215	675	689	713	1.36	1.39	1.40
Scientific Services	335	3,678	3,739	5,064	7.41	7.54	9.96
Management of Companies	10	171	89	117	0.34	0.18	0.23
Remediation Services	156	2,910	2,642	2,981	5.87	5.33	5.86
Educational Services	40	621	636	456	1.25	1.28	0.90
Health Care and Social Assistance	502	12,268	12,912	13,190	24.73	26.03	25.93
Arts, Entertainment, and Recreation	42	1,228	1,085	1,043	2.48	2.19	2.05
Accommodation and Food Services	320	6,932	6,713	6,702	13.97	13.53	13.18
Other Services	321	1,850	1,870	1,839	3.73	3.77	3.62
Industries not classified	5	N/A	N/A	6	N/A	N/A	0.01
<b>Total</b>	<b>3,546</b>	<b>49,613</b>	<b>49,387</b>	<b>50,861</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

Source: US Census- American Fact Finder.

### C. Workers' Compensation

Average Hourly Wages for Selected Occupations	
Type of Occupation	Hourly Wage (USD)
Electronics Engineer, except Computer	42.35
General and Operations Manager	41.18
Dental Hygienists	39.33
Registered Nurses	28.97
Accountants and Auditors	26.49
Human Resources Specialists	23.82
Construction Laborers	12.85
Retail Salespersons	11.84
Office Clerks	11.76
Customer Service Representatives	11.56
Personal Care Aides	9.06
Fast Food Cooks	8.61
Employer Costs per Hour for Wages and Selected Employee Benefits	
Compensation	Cost (\$)
Total Compensation	29.13
Wages and Salaries	21.22
Total Benefits	7.91
Paid Leave	1.81
Vacation	0.95
Supplemental Pay	0.69
Insurance	2.11
Retirement and Savings	0.96
Legally Required Benefits	2.34

Source: Occupational Employment Statistics (May 2015) and U.S. Bureau of Labor Statistics- Employer Cost for Employee Compensation.

**D. Total Employees and Payroll by Sector**

Total Annual Payroll in Doña Ana County by Sector (USD in Thousands)

2012 NAICS Code	Meaning of 2012 NAICS Code	2012	2013	2014
0	Total for all sectors	1,439,199	1,423,934	1,593,843
11	Agriculture, forestry, fishing and hunting	1,919	2,971	2,005
21	Mining, quarrying, and oil and gas extraction	1,297	1,178	1,134
22	Utilities	18,900	18,773	18,017
23	Construction	108,351	104,515	116,499
31-33	Manufacturing	112,581	87,029	86,953
42	Wholesale trade	47,123	48,274	48,713
44-45	Retail trade	170,870	171,930	180,004
48-49	Transportation and warehousing	34,583	33,432	34,601
51	Information	18,389	21,664	21,654
52	Finance and insurance	61,024	66,121	65,112
53	Real estate and rental and leasing	17,771	18,096	20,028
54	Professional, scientific, and technical services	192,126	189,177	327,477
55	Management of companies and enterprises	8,435	5,106	5,290
56	Administrative and support and waste management and remediation services	65,498	69,263	72,567
61	Educational services	10,306	14,610	15,392
62	Health care and social assistance	425,568	428,871	435,382
71	Arts, entertainment, and recreation	20,240	19,102	17,857
72	Accommodation and food services	86,893	86,238	86,105
81	Other services (except public administration)	37,299	37,370	38,644
99	Industries not classified	N/A	N/A	409

Source: Bureau of Labor Statistics and US Census- American Fact Finder.

Total Employees in Doña Ana County by Sector

2012 NAICS Code	Meaning of 2012 NAICS Code	2012	2013	2014
0	Total for all sectors	49,613	49,387	50,861
11	Agriculture, forestry, fishing and hunting	57	54	N/A
21	Mining, quarrying, and oil and gas extraction	34	31	28
22	Utilities	268	266	262
23	Construction	3,323	3,122	3,332
31-33	Manufacturing	2,597	2,502	2,371
42	Wholesale trade	1,049	1,231	1,080
44-45	Retail trade	8,067	8,049	8,034
48-49	Transportation and warehousing	1,573	1,513	1,461
51	Information	490	493	498
52	Finance and insurance	1,821	1,744	1,649
53	Real estate and rental and leasing	675	689	713
54	Professional, scientific, and technical services	3,678	3,739	5,064
55	Management of companies and enterprises	171	89	117
56	Administrative and support and waste management and remediation services	2,910	2,642	2,981
61	Educational services	621	636	456
62	Health care and social assistance	12,268	12,912	13,190
71	Arts, entertainment, and recreation	1,228	1,085	1,043
72	Accommodation and food services	6,932	6,713	6,702
81	Other services (except public administration)	1,850	1,870	1,839
99	Industries not classified	N/A	N/A	6

Source: Bureau of Labor Statistics and US Census- American Fact Finder.

**E. Other Labor Force Characteristics**

Average Commute Time in 2014	Number of Workers Commuting	Mean Time
Mean Travel Time to Work	88,265	20.4 Minutes
Labor Participation in 2015	Estimate	Percentage
Male	53,315	52.49
Female	48,255	47.51
Total	101,570	100.00

Source: Bureau of Labor Statistics and US Census: American Fact Finder.



### III. Average Salary by Selected Occupations

2012 NAICS Code	Type of Occupation	Number of Employees in Las Cruces, N.M.	Employment per 1,000 jobs	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Professional						
13-2011	Accountants and Auditors	380	5.43	24.21	26.49	55,100
11-0000	Management Occupations	3,050	43.68	36.46	40.27	83,770
15-1131	Computer Programmers	N/A	N/A	35.61	37.54	78,090
17-0000	Architecture and Engineering Occupations	2,140	30.75	36.20	37.45	77,890
Retail						
41-2031	Retail Salespersons	80	1.18	31.33	33.51	69,690
43-5081	First-Line Supervisors of Retail Sales Workers	670	9.54	15.70	20.94	43,550
43-4081	Customer Service Representative	1,210	17.42	11.14	11.56	24,040
Clerical						
41-9041	Payroll and Timekeeping Clerk	70	0.94	15.86	16.29	33,880
43-9021	Data Entry Clerks	70	0.96	11.89	12.14	25,260
43-6011	Executive Secretary	150	2.22	22.73	23.62	49,130
43-3031	Accounting Clerk	800	11.44	14.68	16.15	33,590
43-9022	File Clerk	90	1.27	12.57	12.56	26,130
Unskilled						
47-2061	Construction Laborer	610	8.68	11.76	12.85	26,730
53-7064	Hand Packers and Packagers	230	3.37	9.55	10.01	20,830
51-2099	Assembler and Fabricators	N/A	N/A	15.42	17.07	35,510
53-7062	File Clerk	630	8.99	9.45	10.85	22,570
51-2092	Team Assemblers	N/A	N/A	11.26	12.44	25,880
Semi-Skilled						
51-9111	Packaging and Filling Machine Operators and Tenders	N/A	N/A	10.63	11.17	23,240
Skilled						
49-9043	Industrial Machinery Mechanics	30	0.47	15.15	19.05	39,610
51-4111	Tool & Die Makers	N/A	N/A	N/A	N/A	N/A
51-4041	Machinist	60	0.82	17.80	18.90	39,310
51-4121	Welder and Cutters	100	1.41	13.20	14.52	30,210
Technical						
51-4012	Numerical Control Machine Programmer	N/A	N/A	N/A	N/A	N/A
17-3023	Electronics Technician*	270	3.93	32.96	32.67	67,960
29-2011	Medical and Clinical Laboratory Technician	30	0.47	19.43	20.20	42,010
15-1152	Computer Network Support Specialist	80	1.21	27.52	29.46	61,270

\*Electrical and Electronics Engineering Technician  
Source: Bureau of Labor Statistics.

## IV. Manufacturing Industry

### A. Las Cruces, N.M. Annual Average Manufacturing Wages in 2014

#### Management Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Management Occupations	3,050	36.46	40.27	83,770
General and Operations Managers	1,110	32.99	41.18	85,650
Sales Managers	80	31.81	39.68	82,520
Financial Managers	190	42.00	43.01	89,470
Human Resources Managers	40	36.99	40.04	83,280
Architectural and Engineering Managers	90	60.21	61.46	127,840
Managers, All Other	250	44.14	40.82	84,900

Source: Bureau of Labor Statistics.

#### Business Operations Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Business and Financial Operations Occupations	2,540	26.14	28.54	59,360
Purchasing Agents, Except Wholesale, Retail, and Farm Products	110	25.58	27.44	57,070
Claims Adjusters, Examiners, and Investigators	50	29.80	29.04	60,390
Compliance Officers	170	34.88	31.46	65,430
Cost Estimators	80	26.76	27.77	57,760
Human Resources Specialists	160	20.04	23.82	49,540
Logisticians	80	30.08	32.32	67,220
Management Analysts	130	29.92	31.18	64,850
Training and Development Specialists	60	21.57	22.55	46,910
Market Research Analysts and Marketing Specialists	70	25.56	28.36	58,990
Business Operations Specialists, All Other	620	26.38	28.72	59,740

Source: Bureau of Labor Statistics.

### Accounting and Finance Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Accountants and Auditors	380	24.21	26.49	55,100
Appraisers and Assessors of Real Estate	40	18.66	21.22	44,130
Budget Analysts	50	32.84	32.87	68,370
Financial Analysts	40	29.99	32.35	67,290
Financial Specialists, All Other	80	17.73	21.73	45,210

Source: Bureau of Labor Statistics.

### Computer Specialists Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Computer and Mathematical Occupations	1,710	37.60	38.64	80,380
Computer and Information Research Scientists	110	41.92	42.86	89,160
Computer Systems Analysts	150	36.11	36.02	74,920
Computer Programmers	N/A	35.61	37.54	78,090
Software Developers, Applications	90	37.23	41.02	85,320
Software Developers, Systems Software	430	46.69	49.76	103,510
Web Developers	40	27.36	29.48	61,320
Network and Computer Systems Administrators	N/A	35.60	36.22	75,340
Computer Network Architects	40	42.02	43.14	89,730
Computer User Support Specialists	180	19.50	21.07	43,820
Computer Network Support Specialists	80	27.52	29.46	61,270
Computer Occupations, All Other	120	32.99	32.17	66,920

Source: Bureau of Labor Statistics.

## Engineer and Architecture Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Architecture and Engineering Occupations	2,140	36.20	37.45	77,890
Architects, Except Landscape and Naval	60	29.90	28.66	59,600
Aerospace Engineers	N/A	46.23	49.14	102,200
Civil Engineers	140	35.57	39.79	82,760
Computer Hardware Engineers	70	40.50	42.43	88,260
Electrical Engineers	200	44.11	51.76	107,670
Electronics Engineers, Except Computer	350	40.49	42.35	88,090
Materials Engineers	50	33.74	36.88	76,710
Mechanical Engineers	70	40.69	41.89	87,120
Engineers, All Other	330	N/A	N/A	N/A
Architectural and Civil Drafters	60	18.95	20.32	42,270
Civil Engineering Technicians	90	19.18	19.59	40,740
Electrical and Electronics Engineering Technicians	270	32.96	32.67	67,960
Engineering Technicians, Except Drafters, All Other	200	21.74	24.01	49,930

Source: Bureau of Labor Statistics.

## Business Administration Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	240	25.51	27.18	56,530
Office and Administrative Support Occupations	10,170	12.80	14.12	29,360
First-Line Supervisors of Office and Administrative Support Workers	890	18.80	20.84	43,350
Switchboard Operators, Including Answering Service	60	10.56	10.58	22,000
Bill and Account Collectors	160	14.11	15.39	32,020
Billing and Posting Clerks	160	13.00	13.22	27,510
Accounting, and Auditing Clerks	800	14.68	16.15	33,590
Payroll and Timekeeping Clerks	70	15.86	16.29	33,880
Human Resources Assistants, Except Payroll and Timekeeping	60	16.03	16.11	33,500
Receptionists and Information Clerks	660	10.06	10.30	21,430
Information and Record Clerks, All Other	90	20.92	20.17	41,960
Couriers and Messengers	60	10.68	11.03	22,940
Executive Secretaries and Executive Administrative Assistants	150	22.73	23.62	49,130
Medical Secretaries	380	12.25	13.00	27,050
Office Clerks, General	810	11.10	11.76	24,460

Source: Bureau of Labor Statistics.

## Semi-Skilled and Skilled Labor Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Operating Engineers and Other Construction Equipment Operators	280	15.63	17.09	35,560
Electricians	280	26.56	25.70	53,460
Sheet Metal Workers	170	16.92	20.29	42,210
Hazardous Materials Removal Workers	30	23.61	24.60	51,160
Installation, Maintenance, and Repair Occupations	2,300	15.98	17.96	37,360
First-Line Supervisors of Mechanics, Installers, and Repairers	210	25.55	27.20	56,580
Computer, Automated Teller, and Office Machine Repairers	70	16.26	16.75	34,830
Telecommunications Equipment Installers and Repairers, Except Line Installers	130	27.61	26.76	55,660
Electrical and Electronics Repairers, Commercial and Industrial Equipment	N/A	33.06	33.81	70,330
Industrial Machinery Mechanics	30	15.15	19.05	39,610
Maintenance and Repair Workers, General	610	13.92	14.41	29,970
Helpers--Installation, Maintenance, and Repair Workers	130	13.47	13.36	27,780
Installation, Maintenance, and Repair Workers, All Other	80	16.65	16.63	34,580
Production Occupations	2,180	11.45	14.17	29,480
First-Line Supervisors of Production and Operating Workers	140	21.83	23.88	49,670
Team Assemblers	N/A	11.26	12.44	25,880
Assemblers and Fabricators, All Other	N/A	15.42	17.07	35,510

Source: Bureau of Labor Statistics.

## Technical Labor Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Machinists	60	17.80	18.90	39,310
Welders and Cutters	100	13.20	14.52	30,210
Printing Press Operators	40	10.05	11.06	23,010
Laundry and Dry-Cleaning Workers	40	9.43	10.05	20,900
Sewing Machine Operators	40	10.81	10.70	22,260
Inspectors, Testers, Sorters, Samplers	180	14.56	15.70	32,660
Packaging and Filling Machine Operators and Tenders	N/A	10.63	11.17	23,240
Helpers--Production Workers	60	10.67	11.49	23,890
Production Workers, All Other	100	11.64	14.00	29,130

Source: Bureau of Labor Statistics.

## Transportation and Logistics Salaries

Type of Occupations	Number of Employees in Las Cruces, N.M.	Median Hourly Wage (USD)	Mean Hourly Wage (USD)	Annual Mean Wage (USD)
Transportation and Material Moving Occupations	2,490	11.41	12.92	26,880
First-Line Supervisors of Helpers, Laborers, and Material Movers, Hand	60	19.77	20.80	43,270
First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators	70	20.47	22.70	47,220
Driver/Sales Workers	60	11.64	11.36	23,640
Heavy and Tractor-Trailer Truck Drivers	320	12.53	14.87	30,920
Light Truck or Delivery Services Drivers	270	11.15	14.23	29,610
Parking Lot Attendants	40	8.93	9.21	19,150
Industrial Truck and Tractor Operators	80	11.00	12.00	24,960
Laborers and Freight, Stock, and Material Movers, Hand	630	9.45	10.85	22,570
Packers and Packagers, Hand	230	9.55	10.01	20,830
Refuse and Recyclable Material Collectors	N/A	17.74	18.35	38,170

Source: Bureau of Labor Statistics.

## B. Tax Regime

### Corporate and Property Tax in Doña Ana County

Net Income	Corporate Tax Rate	
Net over \$500,000	4.8% of net income	
Over \$500,000 but not over \$1,000,000	\$24,000 plus 6.4% of excess over \$500,000	
Over \$1,000,000	\$56,000 plus 7.6% of excess over \$1,000,000	
Property Tax Rates*		
Example of Calculating Applicable Tax		
Full Value of Property	Total Assessed Value	\$100,000.00
Calculate Taxable Value	Total assessed Value / 3 \$100,000 / 3	\$33,333.00
Subtract Exemptions (If Applicable)	Head of Family (HF) = \$2,000 Veterans Exemption (VE) = \$4,000 HF + VE = \$6,000	(\$6,000.00)
Net Taxable Value	Taxable Value - Exemptions	\$27,333.00
Calculate Taxes Owed**	(Net Taxable Value) * (Mill Rate 2015) \$ 27,333 * 0.0293	\$800.39
Tax Rates		
Tax District	Class	Mill Rate 2015***
02 (Las Cruces-In)	Residential	0.0293
02 (Las Cruces-In)	Non-residential	0.0325
03 (Las Cruces-Out)	Residential	0.0237
03 (Las Cruces-Out)	Non-residential	0.0265
04 Mesilla	Residential	0.0247
04 Mesilla	Non-residential	0.0289
11 (Hatch-In)	Residential	0.0318
11 (Hatch-In)	Non-residential	0.0349
12 (Hatch-Out)	Residential	0.0265
12 (Hatch-Out)	Non-residential	0.0294
16 (Sunland Park-In)	Residential	0.0371
16 (Sunland Park-In)	Non-residential	0.0410
17 Unincorporated (Anthony/ Chaparral)	Residential	0.0304
17 Unincorporated (Anthony/ Chaparral)	Non-residential	0.0333
18 Incorporated (Anthony)	Residential	0.0304
18 Incorporated (Anthony)	Non-residential	0.0333

\*Taxable value on real and personal property is one third of the total assessed value, minus any allowable exemptions, such as head-of-household or veteran's exemptions. Property in New Mexico is classified as residential or non-residential and is taxed at different tax rates.

\*\*District 02: In the city limits of Las Cruces at 2015 residential tax rate of 0.029283.

\*\*\*The rates above include the flood rate of 0.001206.

Source: Doña Ana County.

## Description of Business Taxes in Doña Ana County

### Gross Receipts

The Gross Receipts are the total amount of money or value of other consideration received from:

- Sales of tangible personal property handled on consignment
- Commissions received
- Amounts paid by members of any cooperative association
- Amounts received by persons providing telephone or telegraph services
- Fees received by persons for serving as disclosed agents for another
- Amounts received by a New Mexico florist from the sale of flowers, plants, etc., that are filled and delivered outside New Mexico by an out-of-state florist
- Providing intrastate mobile telecommunications services (i.e., the services originate and terminate in the same state) to customers whose place of primary use is in New Mexico.

### Wage Withholding Tax

**Employers must withhold a part of the employee's wages for payment of income tax. New Mexico** bases its withholding tax on an estimate of an **employee's State income tax liability. The State** credits taxes withheld against the employee's actual income tax liability on the New Mexico personal income tax return. State withholding tax is like federal withholding tax.

### Amount to be Withheld

The amount of tax withheld may vary depending on how many allowances an employee claims on the federal W-4 form and how often wages are paid. Employers should refer to the New Mexico State Wage Withholding Tables located in the FYI-104 to determine the proper amount to withhold.

### Compensation Tax

The compensating tax is imposed at a rate of 5.125% on certain property used in New Mexico and 5% on certain services used in New Mexico. Compensating tax is reported on a Combined Reporting System (CRS) form and is due on or before the 25th day of the month following the report period in which the taxable transaction occurs.

### Corporate Income Tax

New Mexico imposes its corporate income tax on the net income of every domestic corporation and every foreign corporation that: Is employed or engaged in the transaction of business in, into, or from this state, or has income from property or employment within this state.

"Net income" generally is federal taxable income adjusted to exclude amounts not taxable by states.



## Franchise Tax

New Mexico Corporate Franchise Tax is the obligation of every domestic and foreign corporation, including S corporations, that either engages in business in New Mexico or exercises its corporate franchise in this state, whether actively engaged in business or not.

## Workers' Compensation

**The fee is not the same as the workers' compensation insurance premium. Paying the fee does not mean that the employer has workers' compensation insurance coverage. The employer must obtain a workers' compensation insurance policy.**

The fee for the employer is \$2.30 times the number of covered employees working on the last day of the quarter. The fee for covered employees working on the last day of the quarter is \$2.00. Payment is due by the last day of the month following the end of the quarter.

**The revenue from these fees goes to the state treasurer to be deposited in the Workers' Compensation Administration Fund, of which \$.30 per employee of the fee assessed against the employer reaches the Uninsured Employers' Fund.**

## [All New Mexico Taxes.](#)

Source: Doña Ana County, Taxation & Revenue New Mexico.

## V. Top Employers

#	Company	Sector	Number of Employees
1	New Mexico State University	Colleges and universities	5,000
2	Las Cruces Public Schools	Elementary and secondary schools	3,100
3	B & B Consultants, Inc.	Eating places	2,000
4	Gadsden Independent School District	Elementary and secondary schools	2,000
5	City of Las Cruces	Executive offices	1,396
6	MVT Services, Inc.	Trucking, except local	850
7	County of Doña Ana	Legislative bodies	800
8	Las Cruces Medical Center, LLC.	General medical and surgical hospitals	700
9	Tresco Inc.	Job training and related services	525
10	My Way Holdings LLC	Racing, including track operation	500
11	Trax International, LLC	Facilities support services	500
12	Nuevo Sol Turf Club	Racing, including track operation	400
13	Alliance Behavioral Health Group, Inc	Psychiatric hospitals	300
14	Mesilla Valley Hospital Inc.	Psychiatric hospitals	250
15	La Clinica De Familia Inc.	Specialty outpatient clinics	230
16	Ben Archer Health Center, Inc.	Offices and clinics of medical doctors	220
17	New Mexico Department of Agriculture	Regulation of agricultural marketing	214
18	The Catholic Diocese of Las Cruces Foundation Inc.	Religious organizations	210
19	Pic Quick Stores, Inc.	Liquor stores	200
20	Adams Produce, Inc.	Crop preparation services for market	200
	Total Employees		19,595

Source: Mesilla Valley Economic Development Alliance and Hoovers Company.

## VI. Military Base Description

Installation	Branch of Service	Description of Operations	City	County
U.S Army Reserve Center	U.S Army Reserve	Backbone to Army's support, sustainment structure, moving supplies, troops, and equipment anywhere in the world. Its overall mission is to receive, store, and transfer cargo to units in need.	Las Cruces	Doña Ana County
Total Population	Total Military Personnel*	Civilians*		Status: Closing or Expanding
N/A	1,016	29		Expanding

\*Total military personal and civilians includes the state of New Mexico.  
Source: Military Installations and U.S Army Reserve Center.

Installation	Branch of Service	Description of Operations	City	County
U.S Army Garrison White Sands Missile Range	U.S Army	Test every weapon system in the U.S military arsenal.	Las Cruces	Doña Ana County
Total Population	Total Military Personnel	Civilians		Status: Closing or Expanding
4,240	600	3,640		Expanding

Source: Military Installations and White Sands Missile Range.

## VII. Research and Development Facilities

### A. Public Health

Research Facility Name	Economic Purpose	Research Activity
Animal and Range Science	Animal Science Research	Actively conducts research in animal sciences, range management, weed and insect management, water management, and livestock and wildlife management.
Address	Website	Contact Information
College of Agricultural, Consumer and Environmental Sciences 1780 E University Ave, Las Cruces, NM 88003	<a href="http://www.research.nmsu.edu/Animal">http://www.research.nmsu.edu/Animal</a>	Tel: (575) 646-3125

Research Facility Name	Economic Purpose	Research Activity
Biochemistry, Molecular Biology, and Genetics	Molecular Biology Research	Research focused on drought- and disease-resistance genes in plants and livestock, and also the study of genetics characteristics, protein structure, cell-cycle events, organ development and human-pathogen interaction.
Address	Website	Contact Information
Department of Chemistry and Biochemistry 1780 E University Ave, Las Cruces, NM 88003	<a href="http://www.research.nmsu.edu/Biochem">http://www.research.nmsu.edu/Biochem</a>	Tel: (575) 646-2505 Fax: (575) 646-2649

## B. Education

Research Facility Name	Economic Purpose	Research Activity
Academy for Young Scientists from Stone Age to Space Age	Promotes research and education in Science, Technology, Engineering, and Mathematics.	Enhances education in Science with after-school space and science programs, with focus on archaeology, aerospace, astronomy, engineering, biology, geology, environmental awareness, and technology topics.
Address	Website	Contact Information
STEM Outreach Center College of Education 1220 Stewart St. Las Cruces, NM 88003	<a href="http://ays.nmsu.edu/">http://ays.nmsu.edu/</a>	Tel: (575) 646-7524 Email: <a href="mailto:ligios@nmsu.edu">ligios@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Alliance for the Advancement of Teaching and Learning	Educational Research	Conducts research to create opportunities to advocate for effective policies and standards while providing current information and professional development to rural and border districts/schools.
Address	Website	Contact Information
College of Education 1220 Stewart St. Las Cruces, NM 88003	<a href="http://alliance.nmsu.edu">http://alliance.nmsu.edu</a>	Tel: (575) 646-1555 Email: <a href="mailto:ktrujill@nmsu.edu">ktrujill@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Bridges to the Baccalaureate	Biomedical Science research	Biomedical science related research projects, techniques, and methodologies; mainly by offering seminars, workshops, and lecture series.
Address	Website	Contact Information
New Mexico State University Chemistry/ Biochemistry Building Room W377 1780 E University Ave, Las Cruces, NM 88003	<a href="http://www.research.nmsu.edu/bridge">http://www.research.nmsu.edu/bridge</a>	Tel: (575) 646-5092 Fax: (575) 646-6846 Email: <a href="mailto:blyons@nmsu.edu">blyons@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Center for Educational Research	New Mexico's Public Education Research	Provides information on research and data of interest to parents, teachers, school superintendents, faculty researchers and anyone attentive to public education in New Mexico.
Address	Website	Contact Information
1220 Stewart Street Suite 302 O'Donnell Hall New Mexico State University Las Cruces, NM 88003	<a href="http://edresearch.nmsu.edu">http://edresearch.nmsu.edu</a>	Tel: (575) 646-1500 Fax: (575) 646-7710 Email: <a href="mailto:coerb@nmsu.edu">coerb@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Chihuahuan Desert Rangeland Research Center	Natural Resources, Environmental Ecosystems, and Arid Lands Research	Conducts research on educational, demonstrative, and experimental development with livestock, grazing methods, and range forage including investigation of the sustainability and management of natural resources and environmental ecosystems.
Address	Website	Contact Information
1780 E University Ave Knox Hall, Room 329 Las Cruces, NM 88003	<a href="http://chihuahuansc.nmsu.edu">http://chihuahuansc.nmsu.edu</a>	Tel: (575) 646-2554 Fax: (575) 646-5441 Email: <a href="mailto:dwbailey@nmsu.edu">dwbailey@nmsu.edu</a>

### C. Technology

Research Facility Name	Economic Purpose	Research Activity
Computer Science, and Electrical and Computer Engineering	Technology Research	Involved in a broad range of research in power, optical, communication, control systems, computer networks, software engineering, and artificial intelligence.
Address	Website	Contact Information
College of Engineering Goddard Hall Room 202 1100 South Horseshoe Las Cruces, NM 88003	<a href="http://research.nmsu.edu/ComputerResearchers">http://research.nmsu.edu/ComputerResearchers</a>	Tel: (575) 646-2911 Fax: (575) 646-3549

#### D. Business and Economic Development

Research Facility Name	Economic Purpose	Research Activity
Arrowhead Center	Regional Economic Development Research	Arrowhead offers programs, services, and resources in intellectual property, technology commercialization, sponsored research, business creation and development, and entrepreneurial training.
Address	Website	Contact Information
3655 Research Drive, Genesis Center-C New Mexico State University Las Cruces, NM 88003	<a href="http://arrowheadcenter.nmsu.edu">http://arrowheadcenter.nmsu.edu</a>	Tel: (575) 646-6120 Email: arrowheadcenter@nmsu.edu

Research Facility Name	Economic Purpose	Research Activity
VuPoint Research	Data Collection Research Services	VuPoint provides qualitative and quantitative research services, from local issues to national campaigns. It also conducts consumer and business surveys each year.
Address	Website	Contact Information
1140 Commerce Drive, Suite A Las Cruces, NM 88011	<a href="http://vupointresearch.com">http://vupointresearch.com</a>	Tel: (575) 522-2931

Research Facility Name	Economic Purpose	Research Activity
The Bridge of Southern New Mexico	Economic Development Research	Conducts research that facilitates collaboration and leverages resources between public and private sectors to support educational excellence and optimize the workforce in Dona Ana County.
Address	Website	Contact Information
3600 Arrohead Drive Building #5 Las Cruces, NM 88011	<a href="http://thebridgeofsnm.com">http://thebridgeofsnm.com</a>	Tel: (575) 541-7325 Email: arlane@thebridgeofsnm.com

#### E. Energy and Natural Resource Management

Research Facility Name	Economic Purpose	Research Activity
Sapphire Energy	Algal Biofuel Research and Development	N/A
Address	Website	Contact Information
9035 Advancement Avenue Las Cruces, NM 88007	<a href="http://sapphireenergy.com/locations/las-cruces">http://sapphireenergy.com/locations/las-cruces</a>	Tel: (575) 523-4777

Research Facility Name	Economic Purpose	Research Activity
White Sands Test Facility	Scientific Research	Test and evaluate potentially hazardous materials, spaceflight components, and rocket propulsion systems for NASA centers, other government agencies, and commercial industry.
Address	Website	Contact Information
12600 NASA Rd. Bldg. 120 Las Cruces, NM 88012	<a href="http://www.nasa.gov/centers/wstf/capabilities/index.html#.VTAbSfnF-So">http://www.nasa.gov/centers/wstf/capabilities/index.html#.VTAbSfnF-So</a>	Tel: (575) 524-5131

Research Facility Name	Economic Purpose	Research Activity
White Sands Test Facility	Scientific Research	Test and evaluate potentially hazardous materials, spaceflight components, and rocket propulsion systems for NASA centers, other government agencies, and commercial industry.
Address	Website	Contact Information
12600 NASA Rd. Bldg. 120 Las Cruces, NM 88012	<a href="http://www.nasa.gov/centers/wstf/capabilities/index.html#.VTAbSfnF-So">http://www.nasa.gov/centers/wstf/capabilities/index.html#.VTAbSfnF-So</a>	Tel: (575) 524-5131

Research Facility Name	Economic Purpose	Research Activity
Analytical Geochemistry Research Laboratory	Geochemistry Research	Conducts research of volcano eruptions, detrital zircon studies, highway materials, and precious gem analysis.
Address	Website	Contact Information
Department of Geological Sciences Gardiner Hall, Room 171 1780 E University Ave. Las Cruces, NM 88003	<a href="http://geology.nmsu.edu/agrl/agrl/.html">http://geology.nmsu.edu/agrl/agrl/.html</a>	Tel: (575) 646-2708 Email: <a href="mailto:geology@nmsu.edu">geology@nmsu.edu</a>



Research Facility Name	Economic Purpose	Research Activity
Agricultural Experiment Station	Agricultural Research	Research designed to enhance agricultural profitability, stimulate economic development using natural resources, improve the quality, safety, and reliability of food and fiber products, sustain and protect the environment with sound practices, and manage and protect natural resources.
Address	Website	Contact Information
College of Agricultural, Consumer and Environmental Sciences 1780 E University Ave Las Cruces, NM 88003	<a href="http://aces.nmsu.edu/aes">http://aces.nmsu.edu/aes</a>	Tel: (575) 646-3125 Fax: (575) 646-3125 Email: <a href="mailto:tediaz@nmsu.edu">tediaz@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Sustainable Agriculture Science Center at Alcalde	Agricultural and Natural Resource Research	Research focuses on crops and cropping systems for north-central New Mexico. Crop research includes horticultural and agronomic crops. Additionally, the center cooperates on hydrology research.
Address	Website	Contact Information
371 County Road 40 Alcalde, NM 87511	<a href="http://alcaldesc.nmsu.edu">http://alcaldesc.nmsu.edu</a>	Tel: (505) 852-4241 Fax: (505) 852-2857 Email: <a href="mailto:alcalde@nmsu.edu">alcalde@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Artesia Science Center	Agricultural Research	Ongoing research includes fertility studies and manure use in crop production, integrated insect pest management, weed management, and performance evaluation of crop cultivars.
Address	Website	Contact Information
67 E. Four Dinkus Rd. Artesia, NM 88210	<a href="http://artesiase.nmsu.edu">http://artesiase.nmsu.edu</a>	Tel: (575) 748-1228 Fax: (575) 748-1229 Email: <a href="mailto:artesia@nmsu.edu">artesia@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Apache Point Observatory	Astrophysical Research	Conducts research on their three built telescopes (3.5m, 2.5m, and 0.5m telescopes).
Address	Website	Contact Information
2001 Apache Point Road Sunspot, NM 88349	<a href="http://apo.nmsu.edu">http://apo.nmsu.edu</a>	Tel: (575) 437-6822

Research Facility Name	Economic Purpose	Research Activity
Energy and Biofuels	Energy and Fuel Research	Research efforts in algal biofuels, micro grids, solar energy, wind energy, and fuel cells.
Address	Website	Contact Information
1060 Frenger Mall, Ed & Harold Foreman Bldg. Suite 300 South Las Cruces, NM 88003	<a href="http://research.nmsu.edu/EnergyResearchers">http://research.nmsu.edu/EnergyResearchers</a>	Tel: (575)646-2038 Email: <a href="mailto:iee@nmsu.edu">iee@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
Carsbald Environmental Monitoring and Research Center	Environmental and Radiochemistry Research	Performs a wide range of environmental and radiochemistry work, characterization, monitoring, and feasibility studies in support of performance assessment, radiological and environmental training and education, subsurface flow and transportation experiments, nuclear energy issues, and issues involving Homeland Security with radiation dispersal devices.
Address	Website	Contact Information
1400 University Drive Carlsbad, NM 88220	<a href="http://cemrc.org">http://cemrc.org</a>	Email: <a href="mailto:pila@cemrc.org">pila@cemrc.org</a>

Research Facility Name	Economic Purpose	Research Activity
The Chile Pepper Institute	Chile Peppers Research and Education	Research includes chili pepper's nutrition, food science, statistics, varieties, plant breeding, NMSU cultivars, diseases, and insects.
Address	Website	Contact Information
Gerald Thomas Hall, Room 265 945 College Ave. Las Cruces, NM 88003	<a href="http://chilepepperinstitute.org">http://chilepepperinstitute.org</a>	Tel: (575) 646-3028 Email: <a href="mailto:cpi@nmsu.edu">cpi@nmsu.edu</a>

Research Facility Name	Economic Purpose	Research Activity
New Mexico Water Resources Research Institute	Water Research	Actively conducts research that addresses water problems that are critical to New Mexico and the Southwest and in the U.S/ Mexico border.
Address	Website	Contact Information
Stucky Hall 3170 South Espina St. Las Cruces, NM 88001	<a href="http://nmwrri.nmsu.edu/">http://nmwrri.nmsu.edu/</a>	Tel: (575) 646-4337 Fax: (575) 646-6418 Email: nmwrri@nmsu.edu

## VIII. Higher Education

### New Mexico State University Las Cruces Campus Enrollment Spring 2016

College Program	Total*	Undergraduate Full-Time	Graduate	Doctoral**
Agricultural, Consumer, and Environmental Sciences	1,530	1,348	182	40
Arts and Sciences	4,859	4,075	784	253
Business	1,693	1,418	275	50
Community College Majors	264	264	N/A	N/A
Education	2,000	1,291	709	24
Engineering	2,439	2,031	408	150
Health and Social Services	1,306	1,009	297	92
Graduate (Interdisciplinary)	160	N/A	160	N/A
<b>Total</b>	<b>14,251</b>	<b>11,436</b>	<b>2,815</b>	<b>609</b>

\*Includes Undergraduate and Graduate; excludes Doctoral Students.

\*\*Number of Doctoral students is from Fall 2015.

Source: New Mexico State University- Office of Institutional Analysis.

Doña Ana Community College Characteristics 2015

Business and Information			
Department	Type of Degree		
	Majors	Associates	Certifications
Business and Marketing	902	115	36
Advertising Representative	0	0	0
Business Fundamentals	4	0	26
Business Management	226	22	10
Culinary Arts	63	13	0
Hospitality Services Management	154	20	0
Pre-Business	455	60	0
Real Estate Planning & Development	0	0	0
Computer Information Technology	360	40	30
Computer Technology	360	40	30
Legal Studies, Library Science & Business	402	74	38
Business Office Technology	189	22	16
Health Information Technology	97	16	3
Library Science	56	26	5
Medical Billing	3	0	13
Medical Transcription	1	0	1
Paralegal Studies	56	10	0
<b>Division Total</b>	<b>1,664</b>	<b>229</b>	<b>104</b>

Source: New Mexico State University Fact-Book 2015.

General Studies			
Department	Type of Degree		
	Majors	Associates	Certifications
Associate Degrees	1,843	556	0
Associate of Arts	599	174	0
Associate of General Studies	707	304	0
Associate of Science	537	78	0
NM Common Core	0	0	70
<b>Division Total</b>	<b>1,843</b>	<b>556</b>	<b>70</b>

Source: New Mexico State University Fact-Book 2015.

Health and Public Services			
Department	Type of Degree		
	Majors	Associates	Certifications
Education Program	556	45	1
Children's Literature	0	0	1
Early Childhood Education	306	23	0
Education Program	260	22	0
Education Para-Professional	0	0	0
Fire Science/Law Enforcement Program	799	109	0
Corrections	0	0	0
Criminal Justice	623	93	0
Fire Science Technology	113	10	0
Law Enforcement	63	6	0
Law Enforcement Academy	0	0	0
Pre-Law	0	0	0
Health Occupations	163	31	0
Public Health	163	31	0
HPS Pre Programs	910	0	0
Pre-Dental Assistant	66	0	0
Pre-Dental Hygiene	253	0	0
Pre-Diag. Med Sonography	200	0	0
Pre-Emergency Medical Services	0	0	0
Pre-Nursing at NMSU	8	0	0
Pre-Professional Health	17	0	0
Pre-Radiologic Technology	239	0	0
Pre-Respiratory Care	60	0	0
Pre-Social Work NMSU	67	0	0
HPS Programs	1,122	88	129
Computer Tomography	2	0	7
Dental Assistant	9	0	9
Dental Hygiene	34	18	0
Diagnostic Medical Sonography	28	11	2
Emergency Medical Services	176	3	72
First Responder Pre-Hospital	0	0	9
Health Care Assistant	65	0	16
Licensed Practical Nurse	1	0	10
Nursing	56	22	0
Nursing Assistant	0	0	4
Pre-Associate Nursing	667	0	0
Radiologic Technology	49	17	0
Respiratory Therapy	31	17	0
Pre-Nursing at NMSU	0	0	0
Emergency Med Svc Basic-CT	3	0	14
Emergency Med Svc Intermediate-CT	0	0	0
Emergency Med Svc Paramedic-CT	1	0	8
Division Total	3,560	273	130

Source: New Mexico State University Fact-Book 2015.

Technical and Industrial Studies			
Department	Type of Degree		
	Majors	Associates	Certifications
Digital Imaging and Design Technology	401	55	71
Architecture Technology	32	5	3
Civil/Survey Technology	31	6	1
Creative Media Technology	210	17	24
Digital Audio	0	0	1
Digital Graphics Technology	67	19	14
Digital Video	0	0	0
Drafting and Graphics Technology	3	3	7
Film Crew Training	2	0	1
Game Design	6	0	3
Geographic Information Systems	2	0	3
Graphics and Animation	3	0	1
Mechanical Drafting and Solid Modeling	8	0	1
Pre-Architecture	34	5	0
Web Design	3	0	6
Industrial Technology	312	30	21
Aerospace Technology	23	3	0
Automation and Manufacturing	3	4	2
Automotive-Technology	175	15	14
Biomedical Electric Technology	0	0	0
Electric Lineworker	46	0	4
Electronics Technology	65	8	1
Pre-Engineering NMSU	0	0	0
Technical Studies	417	49	457
Building Construction Technology	20	3	7
Electrical Apprenticeship	63	5	1
Environmental & Energy Technology	19	0	0
Heating, Air, & Refrigeration	79	10	10
Plumbing Apprenticeship	0	0	0
Water Technology	54	7	0
Welding Technology	182	24	11
Division Total	1,130	134	128

Source: New Mexico State University Fact-Book 2015.

Vocational College Information

Computer Career Center division of Vista College	
Location	850 North Telshore Blvd., Suites F-G., Las Cruces, NM 88011
Programs	
Medical Assisting Diploma	
Associate of Applied Science in Medical Assisting	
Medical Insurance Billing and Coding Diploma Program	
Associate of Applied Science in Medical Insurance Billing and Coding	
Patient Care Technician Diploma	
Practical Nurse Diploma	
Nurse Aide Training Program	
Phlebotomy for HealthCare Professionals (seminar)	
Business Administration Diploma	
Associate of Applied Science in Business Management	
Associate of Applied Science in Business Management- Accounting	
Associate of Applied Science in Business Management- Human Resources	
Information Technology Diploma	
Associate of Applied Science in Information Technology	
Associate of Applied Science in Criminal Justice	
HVAC Diploma	
Construction Technology Diploma	
Associate of Applied Science in Construction Management	
Trades Management- HVAC AAS	
Cosmetology	
Electrical Technician Diploma	
Trades Management- Electrical Technician	

Source: Vista College.



## IX. Transportation

### Distance in Miles to the Five Nearest Metro Area

Metro Area	Miles
El Paso, TX	44 Miles
Albuquerque, NM	225 Miles
Tucson, AZ	275 Miles
Santa Fe, NM	285 Miles
Phoenix, AZ	389 Miles

Source: Google Maps.

### Railroads and Commercial Airports

Railroads (by Rail Carrier)	
Name	Union Pacific
Main or Branch Line	Main
Short line or National	National
Nearest Switching Yard (miles)	Santa Teresa, 16 miles
Commercial Airport	
Name	El Paso International Airport
Hub Status	N/A
Distance from the Community in Miles	45 Minute Drive
# of Runways	3 Runways
Runway Lengths	
Runway 4/22	12,010 x 150 feet
Runway 8R/26L	9,025 x 150 feet
Runway 8L/26R	5,493 x 75 feet
Year 2014 Statistics	
Passenger	2,778,248
Aircraft Operations	91,567
Cargo Tonnage (U.S. Tons)	86,465
Approved Capital Expansion Plan	N/A
Approved New Service by Carrier (with Carrier & Start Date)	N/A
Total # of Enplaned 2015	1,395,138
Total # of Deplaned 2015	1,383,110
Number of Daily Flights	48

Source: El Paso International Airport and Union Pacific.

El Paso International Airport: 10 Cities Serving

10 Cities Served	Number of Daily Flights August 2015
Atlanta	2
Austin	3
Chicago O'Hare	2
Dallas Love Field	4
Dallas/ Fort Worth	9
Denver	3
Houston Hobby	3
Houston Intercontinental	4
Las Vegas	2
Los Angeles	3
Phoenix	10
San Antonio	3

Source: El Paso International Airport.

General Aviation Airport, Foreign Trade Zones, and Custom Port of Entry

General Aviation Airport	
Name	Las Cruces International Airport (LRU)
Location/City	8990 Zia Blvd, Las Cruces, NM 88007
# of Runways	6 Runways
Foreign Trade Zones	
Designation	Doña Ana County Foreign Trade Zone
Number	No. 197
Site/Location	3 Regional Sites
Custom Port of Entry	
Name	Santa Teresa Port of Entry
Site Location (City & Street Address:	Santa Teresa, 170 Pete Domenici Hwy
Indicate it at a Port, Airport, FTZ, Bridge, etc.)	International Bridge with San Geronimo, Chihuahua, Mexico
Name	Ysleta Port of Entry, El Paso
Site Location (City & Street Address:	797 S Zaragoza Rd., El Paso, TX 79927
Indicate it at a Port, Airport, FTZ, Bridge, etc.)	International Bridge with Ciudad Juárez, Chihuahua, México
Name	Paso del Norte Port of Entry, El Paso
Site Location (City & Street Address:	S. El Paso St. 1000, 79901 El Paso
Indicate it at a Port, Airport, FTZ, Bridge, etc.)	International Bridge with Ciudad Juárez, Chihuahua, México

Source: El Paso International Airport, AirNav, Doña Ana County, and the City of El Paso.

## X. Utilities

Industrial Water Rates	
Access Charge per Month (USD)	1,000.00
Summer Period Volume Charge per 1,000 gallons (USD)*	1.54
Non-Summer Period Volume Charge per 1,000 gallons (USD)**	1.28
Tax and Fee	
Applicable Taxes & Franchise Fee assessed by a Governmental Authority and not included in Cost of Services Rates	
Billing Units	
The unit volume for the purpose of measurement shall be 1,000 gallons for the amount consumed in a billing cycle.	

\*June, July, August, and September.

\*\*All other Months, except June, July, August, and September.

Source: Las-cruces.org.

Electric Power	
Name of Company	El Paso Electric
Communities Serving	West Texas and Southern New Mexico
Typical Non-Residential Bill	
1. Customer Charge	
2. Energy Charge	
3. Demand Charge	
4. Fixed Fuel Factor	
5. Efficient Use of Energy Recovery Factor	
6. Franchise Fees	
7. Fuel and Purchased Power Adjustment	
8. Taxes	
Commercial and Industrial Rates	
Small Commercial	<b>≤ 50 kW</b>
General Service	> 50 kW
	< 800 kW
Large Power	<b>≥ 800 kW</b>

Source: The Hunt Institute for Global Competitiveness.

Large Power Monthly Rates (USD)		
Period	Summer	Winter
Customer Charge	14.00	14.00
Demand Charge per Billing kW	17.36	15.11
All kWh	0.04	0.03

Source: El Paso Electric.

General Service Monthly Rates (USD)		
Secondary Voltage		
Period	Summer	Winter
Customer Charge*	26.00	26.00
Demand Charge per kW	19.19	16.44
Energy Charge per kWh	0.02	0.01
Primary Voltage		
Period	Summer	Winter
Customer Charge*	26.00	26.00
Demand Charge per kW	0.02	0.01
Energy Charge per kWh	0.02	0.01
Transmission Voltage		
Period	Summer	Winter
Demand Charge per Billing kW	13.31	10.56
Energy Charge per kWh	0.02	0.01

Source: El Paso Electric.

Large Power Monthly Rates (USD)		
Secondary Voltage		
Period	Summer	Winter
Customer Charge	127.000	127.000
Demand Charge per kW	23.400	15.540
Energy Charge per kWh		
On-Peak Period	0.088	N/A
Off-Peak Period	0.005	0.005
Primary Voltage		
Period	Summer	Winter
Customer Charge	127.000	127.000
Demand Charge per kW	23.040	15.180
Energy Charge per kWh		
On-Peak Period	0.088	N/A
Off-Peak Period	0.005	0.005
Transmission Voltage		
Period	Summer	Winter
Customer Charge	127.000	127.000
Demand Charge per kW	20.640	12.780
Energy Charge per kWh		
On-Peak Period	0.088	N/A
Off-Peak Period	0.005	0.005

Source: El Paso Electric.

Natural Gas	
Name of Provider	Zia Natural Gas Company
Territory Serving	State of New Mexico
Cost Service Rate for Each Monthly Billing Period	
Charges	Rates
Industrial Monthly Bill @ 300 Mcf (USD)	1,738.40

Source: The Hunt Institute for Global Competitiveness.

## XI. Environmental Permits

Category	Type	Permit
Air	Air Quality	Construction Permit
		Title V Permit
		Prevention of Significant Deterioration (PSD) Permit
Petroleum	Petroleum Storage	PS Tank Certification
		PS Tank Registration
Waste	Hazardous Waste	Resource Conservation and Recovery Act (RCRA) Subtitle C permits
		Special RCRA permits (such as Emergency permits, permits-by-rule, Research & Development permits)
		EPA Identification Numbers (LOG, SQG, CESQG, HW Transporters, HW management facilities)
	Liquid Waste	Household septic tank permit/registration
	Solid Waste	Landfill permits (Municipal Solid Waste, Construction & Demolition Debris, Special Waste)
		Infectious Waste Treatment Facilities permit
		Transfer Station permits
Registration for: collection centers, recycling facilities, composting facilities, tire processing/ recycling facilities, solid and special waste haulers, tire haulers, law enforcement pharmaceutical collection programs, and household hazardous waste collection programs		
Water	Drinking Water- utilities	Utility Operator Certification (water and wastewater utility operators)
	Ground Water- pollution prevention	Discharge permits (agricultural, domestic waste, industrial)
	Ground Water- mining	Discharge permits
	Surface Water- dredge-and-fill	Federal Dredge-and-Fill permits
	Surface Water- point source discharges	Federal NPDES permit
	Surface Water- utilities	Utility Operator Certification (water and wastewater utility operators)

Source: New Mexico Environmental Department.

### Landfill Information

Name of Agency	Address	Contact Information
South Central Solid Waste Authority	2865 W. Amador Las Cruces, New Mexico 88005	Phone: (575)528-3800 Fax: (575)528-3582

Source: South Central Solid Waste Authority.

## XII. Government

City Government	
Form (Structure)	Democracy
# of Elected Officials	7
Mayor	
Name	Ken Miyagishima
Years in Office	9
Next Election Date	7-Nov-17
Interim City Manager	Daniel Avila
District Officials	
District 1	Kassandra Gandara
District 2	Greg Smith
District 3	Olga Pedroza
District 4	Jack Eakman
District 5	Gill Sorg
District 6	Ceil Levatino
County Government	
Form (Structure)	Democracy
Election Date	7-Jun-16
# of Elected Officials	10
Elected Officials	
District 1	Billy G. Garrett
District 2	Dr. Davit J. Garcia
District 3	Benjamin L. Rawson
District 4	Wayne D. Hancock
District 5	Leticia Duarte-Benavidez
Assessor	Andy Segovia
Clerk	Lynn Ellins
Probate Judge	Diana Bustamante
Sheriff	Enrique Vigil
Treasurer	David Gutierrez
County Manager	Julia T. Brown

Source: Doña Ana County and The City of Las Cruces.

### XIII. Quality of Life

Climate		
Average Daily Temperature	High (Degrees F)	Low (Degrees F)
June	95	62
January	59	29
Annual Average		
Rainfall in Inches	9.76 inch	
Snowfall in Inches	2.00 inch	
Highest Annual Average Wind Speed in Miles per Hour	10.00 mph	
Lowest Annual Average Wind Speed in Miles per Hour	6.00 mph	
Number of Days Sunny or Partly Sunny	350.00 days	
Elevation (Mean Feet Above Sea Level)	3,909.00 Feet	

Source: City-data.com, Weather Spark, and Best Places to Live.

Institution Name	Address
New Mexico State University	1780 E. University Ave., Las Cruces, NM 88003
Enrollment (2011-2012)	2,176 students
Annual Degrees Conferred 2011- 2012	368 degrees
Curricula w/Masters Degrees (List)	Agricultural, Consumer, and Environmental Sciences, Arts and Sciences, Business, Education, Engineering, Health and Social Sciences, Graduate (Interdisciplinary) Studies
Curricula w/Doctorate Degrees (List)	Agricultural, Consumer, and Environmental Sciences, Arts and Sciences, Business, Education, Engineering, Health and Social Sciences
Community College(s) Name(s)	Address
Dona Ana Community College	3400 S Espina St., Las Cruces, NM 88003
Enrollment 2014-2015	8,197 students
Annual Degrees Conferred	1,192 degrees

Source: New Mexico State University Office of Institutional Analysis.

Health Care		
Hospital Name	Staffed Beds	Patient Days
Advanced Care Hospital of Southern New Mexico	20	5,827
Memorial Medical Center	240	39,490
Mesilla Valley Hospital	120	30,172
Mountain View Regional Medical Center	142	39,568
Rehabilitation Hospital of Southern New Mexico	40	12,713

Source: American Hospital Directory.

Crime Rate per 100,000 Inhabitants					
Robberies	Burglaries	Murder	Assaults	Thefts	Total
9	439	3	175	648	1,277

Source: Federal Bureau of Investigation.

Culture				
Top Annual Event	Event			Month
Las Cruces Farmers Market	The market is filled with over 300 vendors who specialize in locally hand-crafted items and seasonal local produce.			All Year
White Sands National Monument	275 square miles of pure white dunes, providing different recreation opportunities such as picnics, white sand surf, or just stroll down through the white sands portion. Additionally, the monument offers tours and activities like the Sunset Stroll Nature Walk, full moon programs, special events, and tours of Lake Lucero.			All Year
Green Chile Walk of Flame	Features dozens of locations, each offering a unique twist of the green chili. Enjoy a meal at one of the local restaurants and experience a traditional green chili Mexican dish and also get a taste of unique products such as green chili jerkies, popcorn, chocolate bars, chips, dip mixes, salsas, spices, marmalades, and sundaes.			All Year
Wine Trail	The Mesilla Valley Wine Trail features several wineries and wine-tasting establishments such as St. Clair Winery & Bistro, which grows grapes in more than 300 acres and offers a variety of European, American, and premium wines under its three labels; and also Rio Grande Vineyards & Winery which produces twelve different European grape varieties in its modern onsite winery, complete with a breathtaking view of the majestic Organ Mountains.			All Year
Spaceport America	<b>Spaceport America offers a visitor's experience to space. The exclusive tour provider will grant access to Virgin Galactic's Gateway to Space,</b> the first facility designed and build specifically for space travel and commerce. The journey blasts off in historic downtown Truth or Consequences, New Mexico at the Spaceport America Visitor Center. Visitors can interact with numerous hands-on exhibits before journeying to the site. The new Spaceport America Gateway Gallery Experience gives a look into space through the Vision and Mission Journey Upward exhibit, the G-Shock simulator, interactive games, the Magic Planet exhibit and much more.			All Year
Ale Trail	Las Cruces has a great selection of restaurants and breweries featuring a variety of local and New Mexico craft beers such as Pecan Grill & Brewery and High Desert Brewing Co.			All Year
Las Cruces Country Music Festival	The festival is a three-day celebration of country music featuring live <b>performances, a songwriter's workshop, rodeo, food and</b> craft vendors, and a western wear fashion show.			April
Historical and Cultural Sites	Museums	Art Galleries	Entertainment	Movie Theaters
33	14	35	18	4

Source New Mexico State University Office of Institutional Analysis, Federal Bureau of Investigation, Las Cruces Convention and Visitor's Bureau.



Sports				
NMSU College Sports		Professional		
Men's Sports	League	League	Sport	Team
Baseball	Basketball	The Pecos League	Baseball	Las Cruces Vaqueros
Basketball	Cross Country			
Cross Country	Equestrian			
Football	Golf			
Golf	Soccer			
Tennis	Softball			
	Swimming & Diving			
	Tennis			
	Indoor Track & Field			

Source: Source New Mexico State University and Las Cruces Convention and Visitor's Bureau.

#### XIV. Industrial Brokers

Industrial Brokers Firm	Available Property	Address	Contact Information	Contact
NAI 1st Valley Realty	<a href="http://www.naielpaso.com/properties">http://www.naielpaso.com/properties</a>	1155 S Telshor Blvd # 100, Las Cruces, NM 88011	Phone Number: (575) 521-1535 Email: roz@1stValley.com	Bill Shattuck
Commercial Association of Realtors in New Mexico	<a href="http://www.carnm.com/">http://www.carnm.com/</a>	6739 Academy Rd NE # 310, Albuquerque, NM 87109	Phone Number: (505) 503-7807	Jim Wible
Cushman & Wakefield	<a href="http://www.piresintl.com/property-listings/">http://www.piresintl.com/property-listings/</a>	5-B Butterfield Trail Blvd., El Paso, Texas, 79906	Phone Number: (915) 843-8888 Fax Number: (915) 843-8889 Email: bpreston@rjlrealestate.com	Brett Preston
Team Juan Uribe	<a href="http://teamjuanuribe.idxbroker.com/i/commercial">http://teamjuanuribe.idxbroker.com/i/commercial</a>	7598 N. Mesa #B1 El Paso, TX, 79912	Phone Number: (915) 585-0007 Fax Number: (915) 532-8055 Email: juan@teamjuanuribe.com	Juan Uribe

## XV. Available Industrial Sites

### Available Industrial Site #1

Identity	
Name	
Address	300 S. Compress, Las Cruces, NM 88005
Broker	Walter Skowronski
Company	NAI 1st Valley
Telephone Number	(575) 521-1535
Website	More Information
Site Characteristics Surrounding the Building	
Freestanding	Yes
Industrial Park	Yes
Total Complex in Acres	9.80 Acres
Building Size	2,880 Square Feet
Price	\$555.56 per Square Feet
Transportation	
Highway Linkage	Interstate 1-10 West Las Cruces, NM
Distance in Miles	14.3 Miles
Distance in Minutes	19 Minutes
2 or 4 Lane	4 Lane
Mass Transit Service Distance from Building	
Bus	The City of Las Cruces RoadRUNNER
Distance to El Paso, TX Airport in Miles	51.8 Miles
Nearest Port	
Name	Santa Teresa Port of Entry
Type	Commercial and Public
Distance in Miles	46.11 Miles
Rail Service (if applicable)	Union Pacific
Effective Property Tax Rate in Doña Ana County	
General Property Tax	Mil Tax Rate (\$)
	0.029283
Utilities	
Water	
Provider	City of Las Cruces
Sewer	
Provider	City of Las Cruces
Natural Gas	
Provider	Zai Natural Gas Company
Electric Power	
Service Provider	El Paso Electric
Protective Services	
Fire Protection	Yes
Fire Department	Yes
Distance to Nearest Fire Station in miles	4.0 Miles
Police	Yes
Fire Station Volunteer or Full-Time	Full-Time
24 Hour police Patrol Provided	Yes
Location of Building in a Classified Zone	
Foreign Trade Zone	Foreign-Trade Zone No. 197
State and Local Incentive Information	<a href="#">Click Here</a>



Source: NAI 1st Valley.

Available Industrial Site #2

Identity	Name
Address	1053 Hayner Ave., Las Cruces, NM 88005
Broker	Gil Jones
Company	NAI 1st Valley
Telephone Number	(575) 521-1535
Website	More Information
Site Characteristics Surrounding the Building	
Freestanding	Yes
Industrial Park	Yes
Total Complex in Acres	N/A
Building Size	80,000 Square Feet
Price	\$58.75 per Square Feet
Transportation	
Highway Linkage	Interstate 1-10 West Las Cruces, NM
Distance in Miles	13.6 Miles
Distance in Minutes	17 Minutes
2 or 4 Lane	4 Lane
Mass Transit Service Distance from Building	
Bus	The City of Las Cruces RoadRUNNER
Distance to El Paso, TX Airport in Miles	51.9 Miles
Nearest Port	
Name	Santa Teresa Port of Entry
Type	Commercial and Public
Distance in Miles	74.4 Miles
Rail Service (if applicable)	Union Pacific
Effective Property Tax Rate in El Paso County	
General Property Tax	Mil Tax Rate (\$)
	0.029283
Utilities	
Water	
Provider	City of Las Cruces
Sewer	
Provider	City of Las Cruces
Natural Gas	
Provider	Zai Natural Gas Company
Electric Power	
Service Provider	El Paso Electric
Protective Services	
Fire Protection	Yes
Fire Department	Yes
Distance to Nearest Fire Station in miles	4.2 Miles
Police	Yes
Fire Station Volunteer or Full-Time	Full-Time
24 Hour police Patrol Provided	Yes
Location of Building in a Classified Zone	
Foreign Trade Zone	Foreign-Trade Zone No. 197
State and Local Incentives Information	<a href="#">Click Here</a>



Source: NAI 1st Valley.

Available Industrial Site #3

Identity	Name
Address	320 N. Compress
Broker	David Ikrad
Company	NAI 1st Valley
Telephone Number	(575) 521-1535
Website	More Information
Site Characteristics Surrounding the Building	
Freestanding	Yes
Industrial Park	Yes
Total Complex in Acres	N/A
Building Size	10,000 Square Feet
Price	\$35 per Square Feet
Transportation	
Highway Linkage	Interstate 1-10 West Las Cruces, NM
Distance in Miles	14.4 Miles
Distance in Minutes	19 Minutes
2 or 4 Lane	4 Lane
Mass Transit Service Distance from Building	
Bus	The City of Las Cruces RoadRUNNER
Distance to El Paso, TX Airport in Miles	53.2 Miles
Nearest Port	
Name	Santa Teresa Port of Entry
Type	Commercial and Public
Distance in Miles	46.2 Miles
Rail Service (if applicable)	Union Pacific
Effective Property Tax Rate in El Paso County	
General Property Tax	Mil Tax Rate (\$)
	0.029283
Utilities	
Water	
Provider	City of Las Cruces
Sewer	
Provider	City of Las Cruces
Natural Gas	
Provider	Zai Natural Gas Company
Electric Power	
Service Provider	El Paso Electric
Protective Services	
Fire Protection	Yes
Fire Department	Yes
Distance to Nearest Fire Station in miles	4.1 Miles
Police	Yes
Fire Station Volunteer or Full-Time	Full-Time
24 Hour police Patrol Provided	Yes
Location of Building in a Classified Zone	
Foreign Trade Zone	Foreign-Trade Zone No. 197
State and Local Incentives Information	<a href="#">Click Here</a>



Source: NAI 1st Valley.



Available Industrial Site #4

Identity	Name
Address	5701 McNutt Rd., Santa Teresa 88008
Broker	Brett C. Preston
Company	Cushman & Wakefield
Telephone Number	(915)843-8888
Website	http://www.loopnet.com/Listing/19218945/5701-McNutt-Rd-Santa-Teresa-NM/
Site Characteristics Surrounding the Building	
Freestanding	Yes
Industrial Park	Yes
Total Complex in Acres	15.91 AC
Building Size	142,375 SF
Price	Price Not Disclosed
Transportation	
Highway Linkage	Interstate 1-10 West Las Cruces, NM
Distance in Miles	50.2 Miles
Distance in Minutes	47 Min
2 or 4 Lane	4 Lane
Mass Transit Service Distance from Building	
Bus	The City of Las Cruces RoadRUNNER
Distance to El Paso, TX Airport in Miles	20.7 Miles
Nearest Port	
Name	Santa Teresa Port of Entry
Type	Commercial and Public
Distance in Miles	7.9 Miles
Rail Service (if applicable)	Union Pacific
Effective Property Tax Rate in El Paso County	
General Property Tax	Mil Tax Rate (\$)
	0.040991
Utilities	
Water	
Provider	City of Las Cruces
Sewer	
Provider	City of Las Cruces
Natural Gas	
Provider	Zai Natural Gas Company
Electric Power	
Service Provider	El Paso Electric
Protective Services	
Fire Protection	Yes
Fire Department	Yes
Distance to Nearest Fire Station in miles	2.1 Miles
Police	Yes
Fire Station Volunteer or Full-Time	Full-Time
24 Hour police Patrol Provided	Yes
Location of Building in a Classified Zone	
Foreign Trade Zone	Foreign-Trade Zone No. 197
State and Local Incentives Information	<a href="#">Click Here</a>



Source: LoopNet and Cushman & Wakefield.

Available Industrial Site #5

Identity	Name
Address	2690 Airport, Santa Teresa 88008
Broker	Douglas Derrick
Company	NAI 1 <sup>st</sup> Valley
Telephone Number	(915) 727-4000
Website	http://x.lnimg.com/attachments/E599BF05-4A64-4D13-8B6F-F884F1465374.pdf
Site Characteristics Surrounding the Building	
Freestanding	Yes
Industrial Park	Yes
Total Complex in Acres	5.39 AC
Building Size	80,000 SF
Price	\$56.25/SF
Transportation	
Highway Linkage	Interstate 1-10 West Las Cruces, NM
Distance in Miles	52.3 Miles
Distance in Minutes	50 Min
2 or 4 Lane	4 Lane
Mass Transit Service Distance from Building	
Bus	The City of Las Cruces RoadRUNNER
Distance to El Paso, TX Airport in Miles	26.4 Miles
Nearest Port	
Name	Santa Teresa Port of Entry
Type	Commercial and Public
Distance in Miles	6.02 Miles
Rail Service (if applicable)	Union Pacific
Effective Property Tax Rate in El Paso County	
General Property Tax	Mil Tax Rate (\$)
	0.040991
Utilities	
Water	
Provider	City of Las Cruces
Sewer	
Provider	City of Las Cruces
Natural Gas	
Provider	Zai Natural Gas Company
Electric Power	
Service Provider	El Paso Electric
Protective Services	
Fire Protection	Yes
Fire Department	Yes
Distance to Nearest Fire Station in miles	3.6 Mi
Police	Yes
Fire Station Volunteer or Full-Time	Full-Time
24 Hour police Patrol Provided	Yes
Location of Building in a Classified Zone	
Foreign Trade Zone	Foreign-Trade Zone No. 197
State and Local Incentives Information	<a href="#">Click Here</a>



Source: LoopNet and NAI 1st Valley.

Available Industrial Site #6

Identity	Name
Address	Industrial Dr., Santa Teresa, NM 88008
Broker	Sergio Tinajero
Company	Team Juan Uribe
Telephone Number	(915) 422-2242
Website	http://x.lnimg.com/attachments/A68367FD-15B9-4533-B91E-5B0D6E78F794.pdf
<b>Site Characteristics Surrounding the Building</b>	
Freestanding	Yes
Industrial Park	Yes
Total Complex in Acres	29.24 AC
Building Size	N/A
Price	\$119,699.04/AC
<b>Transportation</b>	
Highway Linkage	Interstate 1-10 West Las Cruces, NM
Distance in Miles	52.1 Miles
Distance in Minutes	50 Min
2 or 4 Lane	4 Lane
<b>Mass Transit Service Distance from Building</b>	
Bus	The City of Las Cruces RoadRUNNER
Distance to El Paso, TX Airport in Miles	26.2 Miles
<b>Nearest Port</b>	
Name	Santa Teresa Port of Entry
Type	Commercial and Public
Distance in Miles	5.90 Miles
Rail Service (if applicable)	Union Pacific
<b>Effective Property Tax Rate in El Paso County</b>	
General Property Tax	Mil Tax Rate (\$)
	0.040991
<b>Utilities</b>	
<b>Water</b>	
Provider	City of Las Cruces
<b>Sewer</b>	
Provider	City of Las Cruces
<b>Natural Gas</b>	
Provider	Zai Natural Gas Company
<b>Electric Power</b>	
Service Provider	El Paso Electric
<b>Protective Services</b>	
Fire Protection	Yes
Fire Department	Yes
Distance to Nearest Fire Station in miles	3.4 Mi
Police	Yes
Fire Station Volunteer or Full-Time	Full-Time
24 Hour police Patrol Provided	Yes
<b>Location of Building in a Classified Zone</b>	
Foreign Trade Zone	Foreign-Trade Zone No. 197
State and Local Incentives Information	<a href="#">Click Here</a>



Source: LoopNet Sou Team Juan Uribe.