

MEDICAL SUPPLY & DEVICES MANUFACTURING.

McKinley County is in a strategic position to capitalize and locate businesses within the Medical Supply & Devices Manufacturing Industry.

Locational Advantages. McKinley County is located along major transportation corridors, including Interstate 40, US 491, and Burlington Northern-Santa Fe rail line. We are central to major Western and Southwestern markets, making us a get place to manufacturing and distribute products to a broad spectrum of clients.

Research. Research in biotech and medical device industry is thriving here. Both Los Alamos and Sandia National Laboratories are leaders in these industries and have formed strategic research alliances to advance developments. Research is also burgeoning at University of New Mexico and the Air Force Research Laboratory in Albuquerque, NM.

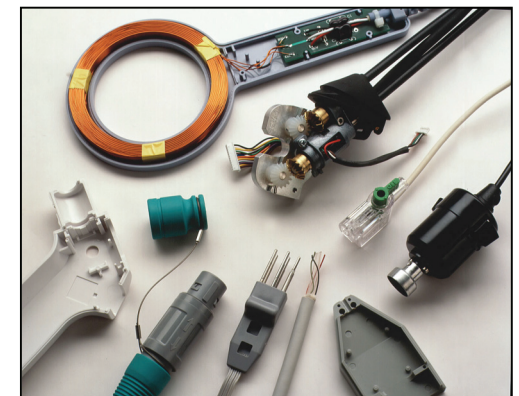
Workforce. A diverse and trainable workforce is readily available that can advance production quality for your business. Workforce development programs can be developed through area providers, such as – UNM-Gallup and Navajo Technical College. New Mexico has one of the most aggressive training incentive packages in the country. The Job Training Incentive Program (JTIP) funds classroom and on-the-job-training for newly created jobs in expanding or relocating businesses for up to six months. The program reimburses 50 to 70 percent of employee wages and required travel expenses.

Manufacturers Investment Tax Credit

(Investment Credit Act) Manufacturers may take a credit equal to 5percent of the value of qualified equipment imported and put into use in a manufacturing plant in New Mexico, provided the manufacturer meets the criteria of hiring additional workers to earn the credit, as follows:

For Claims:	1 new worker employed for each
0-\$30,000,000:	\$500,000 qualified equipment;
Over \$30,000,000	\$1 million in qualified equipment

The credit may be claimed for equipment acquired under an IRB. This is a double benefit because no gross receipts or compensating tax was paid on the purchase or importation of the equipment. The credit is taken through the CRS-1 form. This is the form on which state and local gross receipts, compensating and withholding taxes are paid to the state. The manufacturer simply reduces its payment of those state taxes (by as much as 85% per reporting period) until the amount of investment credit is exhausted. There also are provisions for issuing a refund when the credit balance falls under \$500,000.



MEDICAL SUPPLY & DEVICES MANUFACTURING: OUR COMPETITIVE ADVANTAGES

LOCATIONAL ASSETS.

- EXCELLENT TRANSPORTATION CORRIDORS: I-40 (E &W) & US491 (N &S);
- LOCATED IN FOUR CORNERS REGION, SERVING **SOUTHWEST AND WEST COAST MARKETS**;
- STRATEGICALLY CENTERED ALONG A MAIN **RAIL** LINE;
- LARGE REGIONAL NETWORK OF MEDICAL SUPPLIERS, DISTRIBUTORS, AND END USERS INCLUDING:
 - Over 40 companies in the region, including the recent expansion of Genzyme Genetics in Santa Fe, NM.

HUMAN CAPITAL.

- A **DIVERSE, READY, AND TRAINABLE** WORKFORCE;
- A REGIONAL POPULATION OF OVER **230,000**.
- AREA **COLLEGES** OFFER **WORKFORCE DEVELOPMENT OPPORTUNITIES**:
 - UNM-Gallup and Navajo Technical College (formerly Crownpoint Institute of Technology) offer workforce development programs.
- REGIONALLY-BASED **RESEARCH FACILITIES** INCLUDE:
 - Los Alamos National Laboratories and Sandia National Laboratories.
 - Research is also burgeoning at University of New Mexico and Air Force Research Laboratories.

STATE AND LOCAL TAX INCENTIVES.

<http://www.edd.state.nm.us/businessAssistance/incentives/industrySpecific/index.html#technologyelectronics>

- INDUSTRIAL REVENUE BONDS (LOCAL).
- OTHER LOCAL INCENTIVES CAN BE NEGOTIATED