

# Canadian company relocates

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Ranked by the Forbes-Milkin Institute for many years as one of the best small metro areas for business and careers, state incentives and prospects continue to bring companies to Las Cruces from all over the United States and the world.

Mr3checkout, a small company from Vancouver, Canada, is one of those that chose New Mexico as the new hub for their software business.

"We decided we wanted to look for a lifestyle change," said Teri Green, operations manager for mr3checkout. After visiting Galveston and San Antonio, Texas, and several cities in California and Arizona, Green and her husband Richard, decided on New Mexico and later the city of Las Cruces. For many it might seem like a drastic move, but for the company, it just made sense.

"The economic development branch MVEDA (Mesilla Valley Economic Development Alliance) was looking for a technology company," said Green. "The more we read about it, the more we loved it. There are very forward-thinking people here, and we need a staff to think outside the box."

Green said that with all of the new industries coming to Las Cruces, including the spaceport, companies dealing with software and technology are becoming more and more attracted to the city.

One of the reasons that so many businesses are setting their sights on Las Cruces are the incentives that give small businesses a break when it comes to overall operating costs.

For companies like mr3checkout, which provide software solutions for inventory management, some of these incentives can be industry specific.

According to MVEDA, the top two incentives in New Mexico are job-training incentive programs and the high wage job tax credit. MVEDA reported New Mexico has one of the most aggressive training incentive packages in the country and funds both classroom and on-the-job training for newly created jobs in expanding or relocating businesses.

The high wage tax credit, created by Gov. Bill Richardson, coincides with these job-training incentives and equals 10 percent of the wages and benefits for each new economic-based job created.

"It's almost self-defining as a real technology hub because of the incentives," said Green. "Right now we are looking for a sales staff. I think we are probably looking for two good solid sales people and then we are going to go from there. We are planning on hiring New Mexicans, and it depends on how quickly we expand here."

While these incentives are great for business, they are good for Las Cruces as well, attracting companies, jobs and more national attention.

"With the technology that we are embarking on, Las Cruces will benefit from having a company here that is advancing technology. Other businesses are going to see the technology and locate here. It will be an economic boost," Green said. "We have spoken to other companies outside of New Mexico, and they are also excited about the incentives."

"We are all expecting to gain fantastic employees, a real good team and also to grow exponentially throughout the U.S."