

ICIP TRAINING: *CONNECTING RESOURCES TO PROJECTS*

8/5/20

JOHANNA NELSON, NMEDD

The Economic Development Department's Mission is to improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive.

EDD OVERVIEW

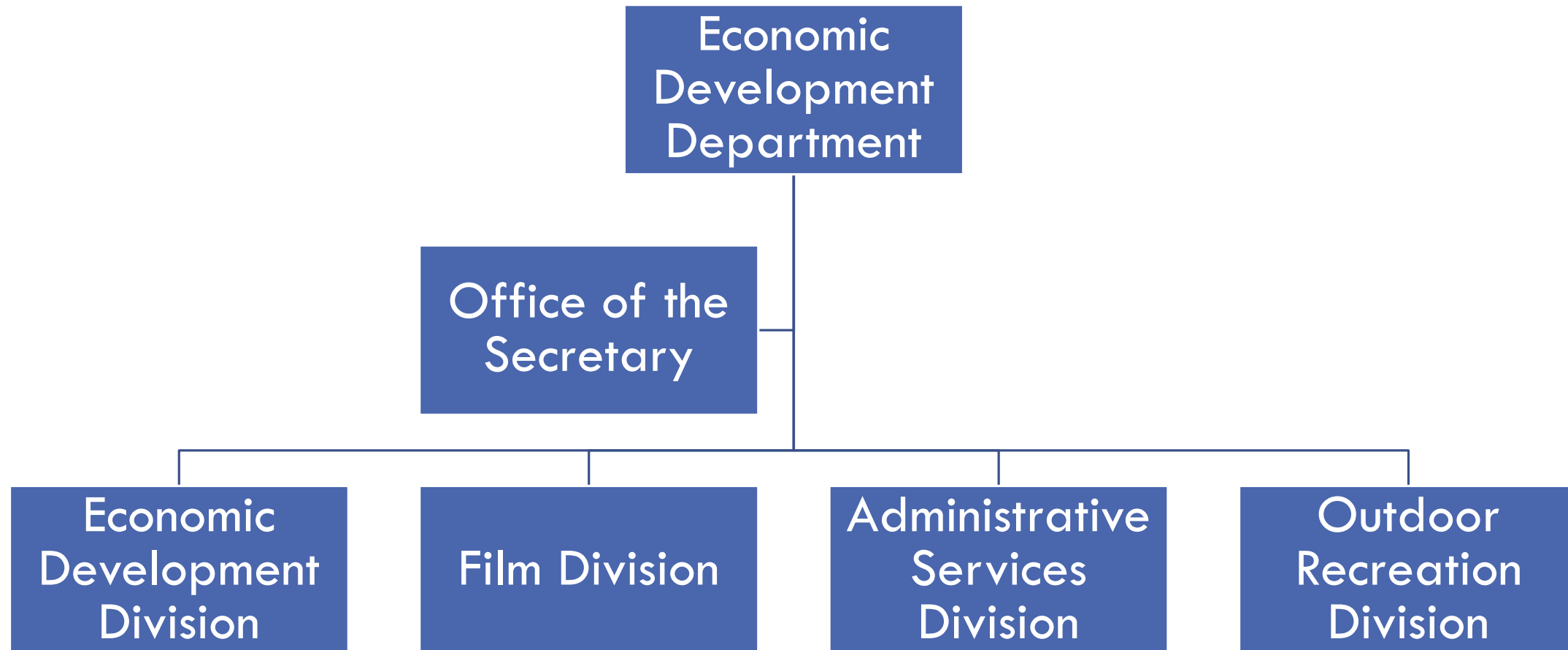
The mission of the New Mexico Economic Development Department is to *Improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive.*

Cabinet Secretary Alicia J. Keyes, Deputy Cabinet Secretary Jon Clark

Divisions include:

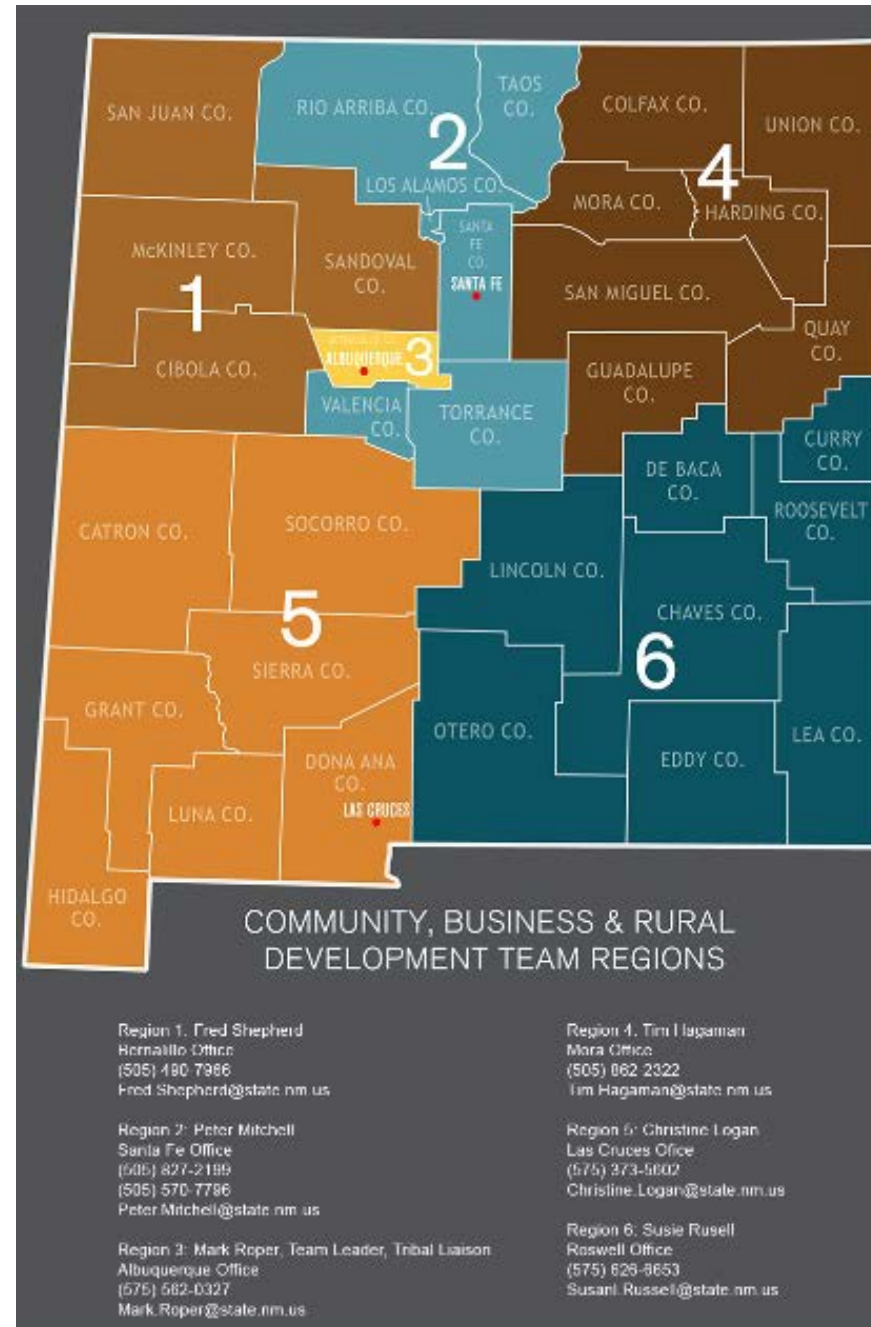
- Economic Development
- Film
- Outdoor Rec
- NM Border Authority
- Office of Military Base Planning
- Spaceport Authority
- MainStreet

ECONOMIC DEVELOPMENT DEPARTMENT



NMEDD Regional Reps

NMEDD Regional Reps



JOB TRAINING INCENTIVE PROGRAM

JTIP reimburses qualified companies for a portion of expenses associated with training new employees in newly created jobs.

Qualified companies are economic base, expanding and financially viable.

- Manufacturers
- Start-Ups
- Non-retail service providers with at least 50% income from customers out-of-state
 - Call Centers, R&D and Engineering firms, Logistics, HQ & Shared Services, IT and Technology
- Green Industry (non-retail)
 - Businesses that exist for the sole purpose of contributing directly to preserving or enhancing environmental quality.

Ineligible industries include traditional agriculture/farming, construction, extractive industries, health care, retail, hotels and restaurants and gaming.

Wage Reimbursement

- Base wage reimbursement percentages range from 30% to 75%, depending on location.
- Reimbursable hours range from two to six months, depending on the complexity of the job and the wage.

Customized training at New Mexico Higher Education Institution (HEI)

- Customized to the company's training needs.
- Occurs within the JTIP training period.
- Reimburses up to \$1,000 per trainee, paid to HEI directly.

JTIP Eligibility opens up eligibility for the High Wage Job and Rural Job Tax Credits.

WHAT IS THE APPLICATION PROCESS?

Companies meet with JTIP staff to confirm eligibility, review program guidelines and plan application timeline.

- Patrick Gannon, JTIP Manager
- patrick.gannon@state.nm.us; 505-827-2162

Complete online application and submit one month prior to board meeting.

- Application consists of company, financial and job information including a 6-month hiring projection, job descriptions and training plans and training budget.

Attend board meeting.

- Proposals are presented to the board by JTIP staff and company representatives at the monthly board meeting.
- JTIP Board makes all funding decisions.

Post-approval

- JTIP Staff provides training for project administration and technical assistance throughout the one-year project period.

LEDA FUND

Grants to Local Governments (Municipality and/or County); to assist expanding or relocating businesses that are Qualified Entities that will stimulate economic development and produce public benefits pursuant to LEDA. All grants are funded on a strictly reimbursement basis

Funds available : \$50,000,000

Economic development projects must comply with all legal facets of LEDA Statue. Additional consideration is given to project that demonstrate:

- Significant Community Impact and Support;
- Rural and Underserved Areas of New Mexico;
- Increased Wages and Job Creation;
- Significant New Capital Investment; and
- Environmentally Sustainable Outcomes.

LEDA FUND

Program Funding Uses:

- The purchase, lease, grant, construction, reconstruction, improvement or other acquisition or conveyance of land, buildings or other infrastructure;
- Public works improvements essential to the location or expansion of a qualifying entity, and
- Loan guarantees securing the cost of land, buildings or infrastructure in an amount not to exceed the revenue that may be derived from the municipal infrastructure gross receipts tax or the county infrastructure gross receipts tax;

COLLATERAL ASSISTANCE PROGRAM (CAP)

In order to support business growth in New Mexico and to create and retain jobs, NMEDD encourages banks and other financial institutions to make loans to small businesses in “under-served” markets. NMEDD can pledge cash to cover a collateral shortfall of up to \$250,000 for bank loans in order to enable financing that otherwise might not be available to a small business. Banks must enroll in the program and can obtain forms at:

<https://gonm.biz/business-development/edd-programs-for-business/finance-development/nm-credit-enhancement-program/>

COLLATERAL ASSISTANCE PROGRAM (CAP)

Special preference is placed on business owners who are women, US Veterans, ethnic minorities or part of other socially disadvantaged groups.

Special focus is on (but not limited to) projects in industries related to: intelligent manufacturing, sustainable & green industries, value added agriculture, tourism & outdoor, digital film & media located in rural areas.

OPPORTUNITY ZONES

The Department of the Treasury designated **63** Opportunity Zones in New Mexico, which are located in rural, tribal and urban communities in **22 counties**. Designation as an Opportunity Zone allows for the creation of a new class of investment vehicle with tax advantages authorized to aggregate and deploy private investment located in Opportunity Zones. The purpose of these tax advantages is to attract capital investment into economically distressed areas. Qualified Opportunity Zones retain this designation for 10 years.

Website: <https://www.nmopportunity.com/>

- Find OZs in NM using our interactive map
- Access numerous resources
- Submit an OZ project
- Sign up for the NM OZ email list

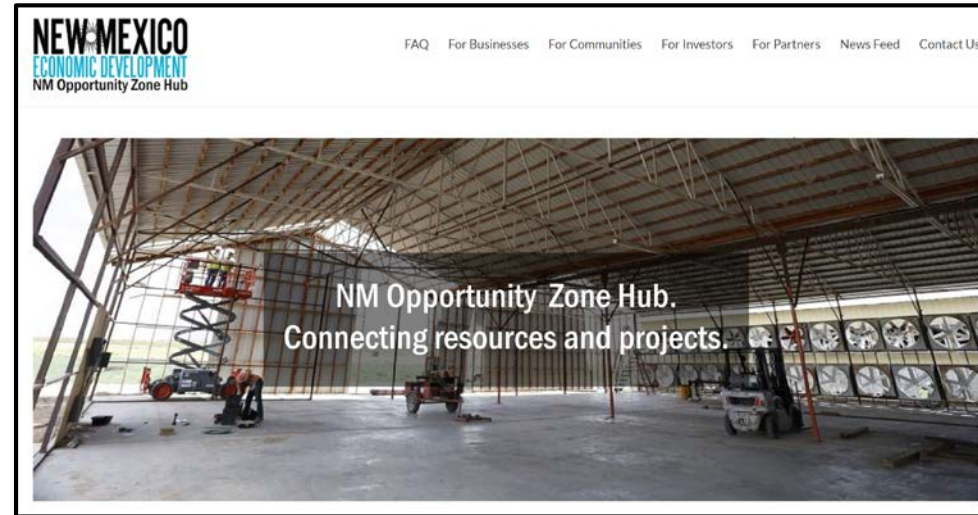
NMOPPORTUNITY.COM

Resources→

- State, Federal, Nonprofit Funds
- Agencies-a list of our partner agencies with a link to their websites
- Prospectus template
- FUNDIT

Connection→

- Forum sign-ups
- Email List
- Submit project
- Webinar sign-ups



BUSINESS FINANCE FINDER

The New Mexico Business Finance Finder assists businesses in connecting with finance opportunities by bringing business owners and aspiring entrepreneurs together with lenders and other business resources in two ways: online and through our in person finance fairs. Finding funding for your business can be simple, let us help!

Connect to lenders and biz resources online: <https://gonm.biz/business-development/edd-programs-for-business/finance-development/small-business-finance-finder/>

OFFICE OF INTERNATIONAL TRADE: THE SBA STATE TRADE EXPANSION PROGRAM (STEP)

The State of New Mexico, Economic Development Department was awarded a grant of \$200,000 by the U. S. Small Business Administration to assist New Mexico eligible small business concerns (ESBCs) to expand their markets abroad.

THE SBA STATE TRADE EXPANSION PROGRAM (STEP)

Eligible Small Business Concerns (ESBCs) include:

- First time, new to export NM companies as well as currently exporting companies seeking to expand and build distribution channels in new markets overseas.
- The company must be a U. S. eligible small business concern either domiciled in New Mexico or generating employment in New Mexico.
- The product must be at least 51% domestic U. S. content.
- Additional consideration given to women owned, veteran owned, rural and economically disadvantaged companies.

THE SBA STATE TRADE EXPANSION PROGRAM (STEP)

Grant funds may be used for:

- Exhibition Booth fees at major international and domestic trade shows up to a limit of \$7,500 per event.
- Reimbursement of companies fees paid to the U. S. Department of Commerce for the Gold Key Service (GKS), a matchmaking service designed to help companies to locate and appoint new international distributors overseas.
- Assistance is also provided to defray some of the shipping expenses to exhibit a product in international trade shows.
- Reimbursement for foreign language interpreters where needed.

THE SBA STATE TRADE EXPANSION PROGRAM (STEP)

Application for Assistance

Note: The grant does not reimburse companies for airfare, meals and lodging expenses which remain the sole responsibility of the applicant. In addition, fees related to audiovisual equipment and internet hookup services, additional shelving are not covered under the grant.

To request the necessary application forms or obtain further information about the New Mexico STEP grant program please contact:

**Edward Herrera at the New Mexico Economic Development
Department either by phone at (505) 827 0315 or by email
Edward.Herrera@state.nm.us**

OFFICE OF SCIENCE AND TECHNOLOGY

SBIR Matching Grants can be used for Business Development and Commercialization (PH1 \$25K, PH2 \$100K)

- Intellectual Property assessment
- Patent filing
- Commercialization activities
- Prototype development and testing
- Outside lab testing and validation
- Regulatory assessment and certifications
- Meet with customers, partners, investors, trade shows etc. (No more than 10% of total award funds)
- Market research and data acquisition (e.g. subscription to industry journals, etc.)

NM Business Startup Grants Eligibility (\$10K)

- New Mexico based for profit science or technology company in the one of the following industry sectors (Aerospace, Biosciences, Cybersecurity, Intelligent Manufacturing, Sustainable & Green Energy).
- Have a CRS Tax ID, EIN#, Company headquarter in NM
- Be a “High-growth-potential company” with fewer than 50 employees
- Provide a letter of good standing or Certificate of Compliance with NM Taxation and Revenue



Myrriah Tomar

Director, Office of Science & Technology

Website: <https://gonm.biz/OST>

Myrriah.Tomar@state.nm.us

OUTDOOR RECREATION

Outdoor Equity Fund: Grants between \$1,500-\$15,000 to engage low-income youth in outdoor rec activities

Outdoor Rec Incubator Grants: 2 \$50K awards went to San Juan College Enterprise Center in Farmington and to Creative Startups, which will develop eight Outdoor Recreation LABS in rural libraries across the state. Both were chosen for their regional focus to help outdoor recreation startups in the service, retail, and manufacturing spaces.

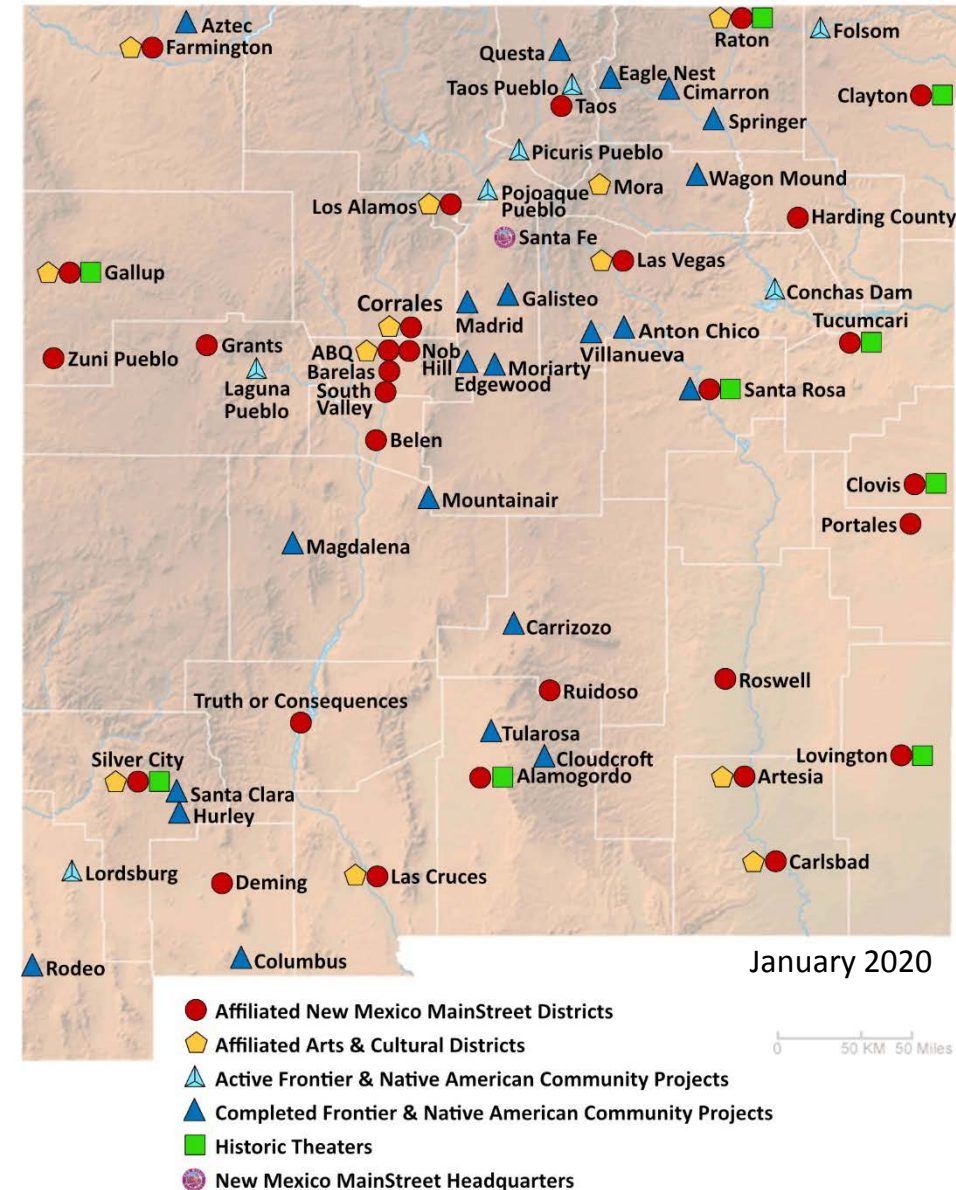
Website: <https://www.nmoutside.com>

Director Axie Navas: alexandra.navas@state.nm.us

New Mexico MainStreet

- ▶ Established in 1985; Program of the NM Economic Development Department; State Coordinating MainStreet Program
- ▶ Helps affiliated organizations create an economically viable business environment while preserving local cultural and historic resources
- ▶ 76 New Mexico Communities Served
 - ▶ 30 MainStreet Programs (Active)
 - ▶ 12 Arts & Cultural Districts (Active)
 - ▶ 28 Frontier & Native American Community Initiative Projects (Active & Complete)
 - ▶ 8 Historic Theater Restorations

New Mexico MainStreet Network Map



MAINSTREET ECONOMIC IMPACT – 30 NM COMMUNITIES



2013-2019 Performance (Seven Year Aggregate):

- **983** Net new businesses & Business Expansions
- **1,545** Building rehabilitations
- **\$178 Million** Private sector economic reinvestment
- **4,105** New jobs (net)
- **249,249** Volunteer hours. (\$5 million*)
- **\$3.2 Million** in Private Sector grants



- *Source: Independent Sector statistics*
- *All data presented are estimated over the fiscal years.*

RURAL EFFICIENT BUSINESS PROGRAM



Partnering with EMNRD + MEP to discuss energy efficiency and renewable energy in rural businesses.

Site Assessments

On-site assessments are offered to businesses through the NMSU Engineering New Mexico Resource Network. Contact Jalal Rastegary, 575.646.1510, rastegar@nmsu.edu for more information.

Interview series starts August 27, 2020

<https://gonm.biz/business-development/edd-programs-for-business/finance-development/rural-efficient-business-program/>

FUNDIT

New Mexico FundIt assists communities in accessing financing from over 15 different State and Federal entities—all at one in-person meeting. FundIt is not a grant program; it is a platform connecting your community with a variety of different agencies and resources simultaneously. This collaboration saves time, improves effective project review and support, and ensures strategic investments with public resources.

Finance Resource Map for Infrastructure projects:

<https://gonm.biz/business-development/edd-programs-for-business/finance-development/nm-resource-map/>

NMEDD COVID-19 RESPONSE OVERVIEW

COVID-19 Business Loan Guarantee Program

- NMEDD can guarantee up to 80% of principal up to \$50K of principal.

LEDA 0% Interest Loan Program

- Limited to expenditures for land, building and infrastructure
- Can be used for lease abatement or mortgage assistance for qualified entities

Upcoming webinar: Small Business Recovery Loan Fund: How to Apply

July 30, 2020 11AM

Register HERE:

<https://attendee.gotowebinar.com/register/3004734789722014735>

Buy for Tomorrow Today

<https://www.buynmlocal.com/>



NMEDD COVID-19 RESPONSE

Updates: <https://gonm.biz/about-us/covid-19-response>

Sign-up for the Weekly Resource Wrap-up:

https://visitor.r20.constantcontact.com/manage/optin?v=001PqSzKNyNow_C9howwuLMLM8uZZ-lmxdEnMjf253vh68I13zqUY-L_uU8PcUm48yR480auFcUsmcD8JZDrOARKvfMvqMwm42O52OWjXvMDYI%3D

Webinar Series: <https://www.youtube.com/playlist?list=PLGKR-UpukkDKhIEwtFLd5yE7sXV3Cno60>

Stay Connected:

Facebook: <https://www.facebook.com/NMecondev>

Twitter: <https://twitter.com/nmecondev>

LinkedIn: <https://www.linkedin.com/company/new-mexico-economic-development-department>

ADDITIONAL PROGRAMS

New Mexico CARES ACT funding\$178M

- \$150M for counties and cities (\$50M allocated for small business programs)
- \$28M for tribal governments

New Mexico Small Business Recovery Loan Fund (\$400M)

- A New Mexico business or nonprofit corporation organized under Section 501(c)3 or 501(c)6 that has closed or reduced operations due to the public health order, and
- Had annual gross revenue of less than \$5 million as determined by its 2019 federal income tax return or Form 990, and
- Experienced a 30% decline in monthly gross receipts or monthly revenue in April and May of 2020 as compared to the same months in 2019
- The interest rate is estimated to be between 1.5% and 2.5%
- Three-year term with interest-only payments for the first three years
- An amount equal to 200% of the average adjusted monthly business expenses from the previous calendar or fiscal year, not to exceed \$75,000

<https://www.nmfa.net/programs/small-business-recovery-loan-fund/>

CHILD CARE STABILIZATION & RECOVERY GRANTS

- Nearly \$12 million in grants to assist licensed child care providers who have been impacted by the public health emergency
- Tiered grant awards will cover lost income resulting from closure, response and recovery operation costs (including enhanced cleaning and sanitation), and other expenses
- One-time grants between \$2,000 and \$34,500
- All child care centers and homes licensed by the State of New Mexico's Children Youth and Families Department are eligible
- Grant awards will depend on setting, licensed capacity, and percentage of child care assistance contracts, as of April 30, 2020
- <https://nm.amplifund.com/Public/Opportunities/Details/d5d8ef21-0ced-4f0f-86c3-cdc896a4f4bb>

ADDITIONAL NM PROGRAMS

SIC's New Mexico Recovery Fund - \$100 Million

- Businesses with more than 40 employees

Small Business Investment Council Partners

- \$25M to assist small businesses, below market interest rates as low as 3.75%
- The Loan Fund, DreamSpring, LiftFund, Homewise

NMFA's Essential Services Working Capital Program

Emergency loans at 1% interest rate to health care/critical service providers, whose operating funds are insufficient to meet the demand resulting from the health crisis and Emergency Health Orders

- Available to for-profit or not-for-profit; retail businesses not eligible
- Up to \$1 million, based upon the borrowing capacity and financial viability of the essential service provider
- Term loans with maturities of up to five years

FEDERAL AND STATE AGENCIES GRANT PROGRAMS

Federal→

U.S. Department of Agriculture Rural Development (Value added, RBDG)

Housing and Urban Development (CDBG)

Department of Health and Human Services

Economic Development Administration

International Trade (SBA STEP)

Science and Tech (SBIR, Tech Transfer)

Renewable Energy (DOE, USDA-REAP)

State→

Economic Development Department

- LEDA
- JTIP
- OST
- IT

Department of Finance Administration

- Community Development Block Grant-ED

Department of Environment

- Brownfields

NM Department of Tourism

- NM True

ADDITIONAL NM SMALL BUSINESS GRANTS



Federal Home Loan Bank

PNM

New Mexico Gas

Native American Venture Accelerate Fund

Opportunity Zone Technical Assistance Grants

- EIG
- The Governance Project

Grant-finder Resources→

[Grants.gov](#)

[24 Small Business Grants](#)

[The Grants Collective](#)

[New Mexico \\$ Resource Map](#)

[Grow it NM](#)

Business Resources >	Grants >	Agricultural Businesses >
Community Development >	Loans >	CDBG Economic Development Fund ⓘ
Economic Development >	Technical Assistance >	EDD-Local Economic Development Act ⓘ
Housing >	Training >	Job Training Incentive Program (JTIP) ⓘ
Infrastructure >		Rural Businesses >
Planning >		State Trade Expansion Program ⓘ

OTHER OPPORTUNITIES...

Philanthropic/Impact Investors →

National Foundations

- McCune
- Lor
- Kellog

Community Foundations

- NM Community Foundation Association

Association of Grant Makers NM

Conventional Lenders

- CRA

Non-cash →

NMSBA

MEP

NMSU Pollution Prevention

Technical Assistance Providers:

- SBDC
- SCORE
- WESST
- The Loan Fund

Other Resources:

[DFA's Catalog of Financial Assistance](#)

[NMEDD's Business Finance Finder](#)

[IEDC's newsletter](#)

[NMEDD Collateral Assistance Program](#)



NMEDD CONTACT

NMEDD Website: <http://gonm.biz/>

NMEDD Find your Regional Rep: <https://gonm.biz/community-development/#regionalRep>

NMEDD YouTube Channel:

https://www.youtube.com/channel/UCEVKIfuuLNI4R0VH6GsxZRQ?view_as=subscriber

NM Opportunity Zones: <https://www.nmopportunity.com/>

- Mark Roper, Division Director, mark.roper@state.nm.us, 575-562-0327
- Johanna Nelson, Program Development Coordinator, Johanna.nelson@state.nm.us, 505-469-6204



QUESTIONS?

New Mexico Economic Development Dept.: <https://gonm.biz/>

Dept. of Workforce Solutions: <https://www.dws.state.nm.us/en-us/>

New Mexico Small Business Administration: <https://www.sba.gov/offices/district/nm/albuquerque>

New Mexico Small Business Development Center: <http://www.nmsbdc.org/>

Office of the Governor Michelle Lujan Grisham: <https://www.governor.state.nm.us/>