



# 2020 ICIP Virtual Training-Series 3

## NMEDD Recovery Resources

August 26, 2021

**MICHELLE LUJAN GRISHAM**  
GOVERNOR



**DEBORAH K. ROMERO**  
CABINET SECRETARY

**DONNIE J. QUINTANA**  
DIRECTOR

STATE OF NEW MEXICO  
DEPARTMENT OF FINANCE AND ADMINISTRATION  
LOCAL GOVERNMENT DIVISION  
Bataan Memorial Building • 407 Galisteo St. • Suite 202 • Santa Fe, NM 87501  
PHONE (505) 827-4950 • FAX (505) 827-4948

**Infrastructure Capital Improvement Plan (ICIP) Series 3**

**NMEDD Recovery Resources**

Presented by NM Economic Development Department

Thursday, August 26, 2021

Early Sign in 9:30 AM • Start Time 10:00 AM to 12:00 PM

Microsoft Teams

**A. Welcome & Introductions**

1. NM Economic Development Update
2. LEDA Recovery Grant
3. Small Business Recovery Loan Fund 2021
4. Rural Efficient Business Program
5. Sustainable Economy Task Force & Advisory Council
6. Financial Program
7. Opportunity Zones
8. FUNDIT
9. EMNRD – Energy, Minerals & Natural Resources Department

**B. Comments from NewMARC**

- a. Southwest NM COG – Priscilla Lucero
- b. Mid-Region COG – Payton Showalter
- c. Eastern Plains COG – Sandy Chancey
- d. Southeastern NM Economic Development District - Dora Batista
- e. North Central NM Economic Development District – Monica Abeita
- f. Northwest NM COG – Evan Williams
- g. South Central COG – Jay Armijo

**C. Upcoming Training Opportunities**

*Special thank you to all the NM Association of Regional Councils (NewMARC)  
for assisting with this and the upcoming 2021 ICIP trainings.*



# NM ECONOMIC DEVELOPMENT UPDATE

DFA EDD Recovery Team Update  
August 26, 2021

*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.*

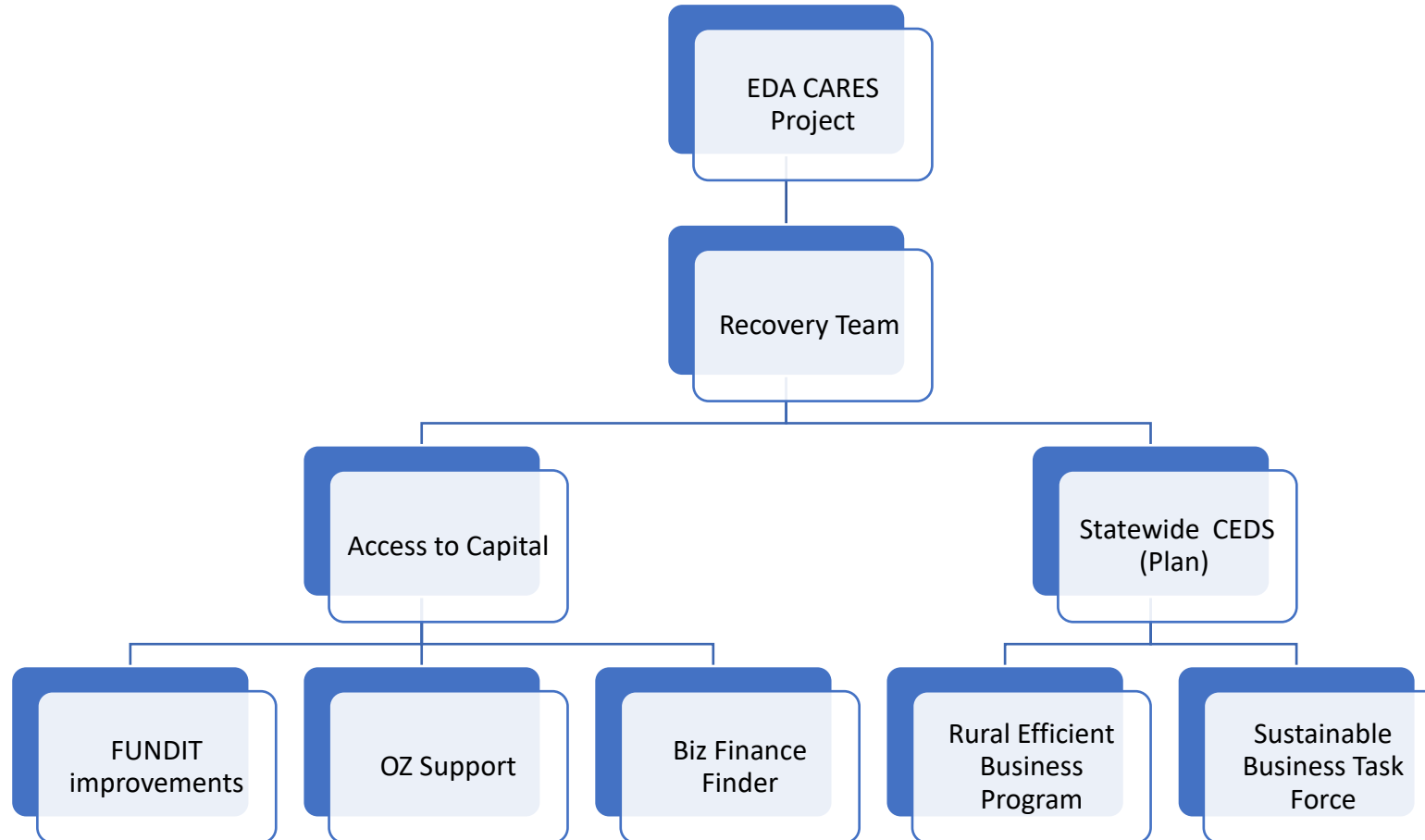
*Cabinet Secretary Alicia J. Keyes, Deputy Cabinet Secretary Jon Clark*

Divisions include:

Economic Development

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

# PROJECT OVERVIEW



# The Recovery Squad

## Team Members



**Jennifer Myers**

Statewide Disaster  
Recovery Coordinator

*Facilitating local business growth  
and economic recovery in local  
communities through direct  
outreach and coordination*

[Jennifer.Myers@state.nm.us](mailto:Jennifer.Myers@state.nm.us)



**Felicia DePaula**

Program Development  
Specialist

*Helping to manage the 20-year  
statewide plan, as well as the  
Rural Efficient Business  
Program (REBP)*

[FeliciaF.DePaula@state.nm.us](mailto:FeliciaF.DePaula@state.nm.us)



**Alex Greenberg**

Financial Program  
Specialist

*Sheparding projects from  
EDD's FUNDIT initiative and  
boosting investment and  
activity in Opportunity Zones*

[AlexanderM.Greenberg@state.nm.us](mailto:AlexanderM.Greenberg@state.nm.us)



**John Winscott**

Economic and Energy  
Diversification Coordinator

*Supporting renewable energy companies in  
New Mexico through recruitment, educational  
training and facilitating degree and  
apprenticeship programs*

[John.Winscott@state.nm.us](mailto:John.Winscott@state.nm.us)

# Regional Representatives

- Region 1: Lorraine Ruggles

Bernalillo Office

(505) 490-7662

[Lorrainel.Ruggles@state.nm.us](mailto:Lorrainel.Ruggles@state.nm.us)

- Region 2: Peter Mitchell

Santa Fe Office

(505) 827-2199

(505) 570-7796

[Peter.Mitchell@state.nm.us](mailto:Peter.Mitchell@state.nm.us)

- Region 3: Max Gruner

Albuquerque Office: (505) 412.5036

Tribal Liaison

[Max.Gruner@state.nm.us](mailto:Max.Gruner@state.nm.us)

- Region 4: Tim Hagaman

Mora Office

(505) 862-2322

[Tim.Hagaman@state.nm.us](mailto:Tim.Hagaman@state.nm.us)

- Region 5: Louise Marquez

Las Cruces Office

(575) 430-1232

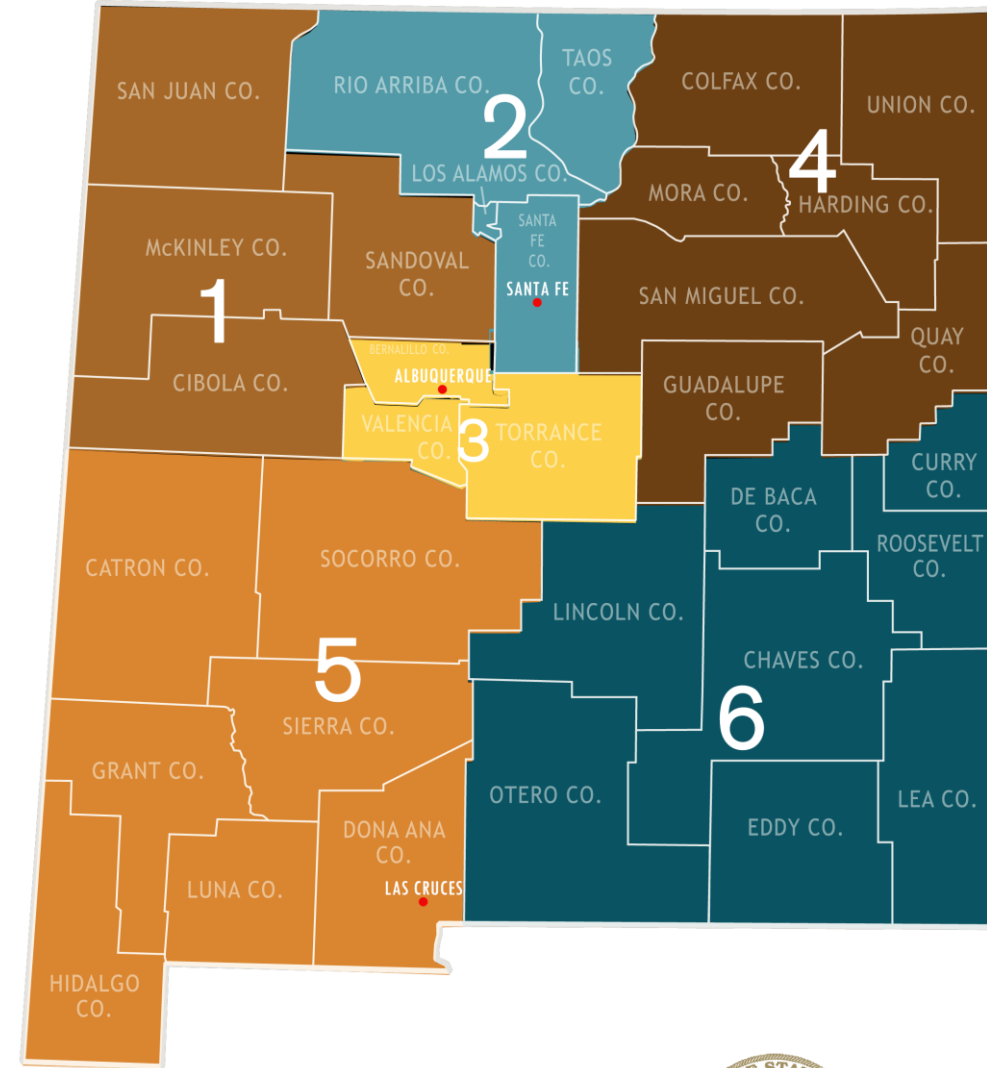
[Louise.Marquez2@state.nm.us](mailto:Louise.Marquez2@state.nm.us)

- Region 6: Susie Russell

Roswell Office

(575) 626-6653

[SusanL.Russell@state.nm.us](mailto:SusanL.Russell@state.nm.us)



# STATEWIDE DISASTER RECOVERY COORDINATOR

## Recovery Coordinators

- Regional Representatives attend weekly meeting
- Coordinate information and provide regional and state updates
- Team approach for business assistance

## Regional Recovery Coordinators

- Southeast Region: Debbi Lee, [dleerecovery@gmail.com](mailto:dleerecovery@gmail.com)
- Southcentral Region: Joe McClintock, [jmcclintock@sccog-nm.com](mailto:jmcclintock@sccog-nm.com)
- Eastern Plains Region: Jason Espinoza, [Jespinoza.kw@gmail.com](mailto:Jespinoza.kw@gmail.com)
- North Central Region: Kenny Pin, [kennethp@ncnmedd.com](mailto:kennethp@ncnmedd.com)
- Mid Region: Payton Showalter, [Pshowalter@mrcog-nm.gov](mailto:Pshowalter@mrcog-nm.gov)
- Southwest Region: Kitty Clemens, [kclemens@swnmcog.org](mailto:kclemens@swnmcog.org)
- Northwest Region: Eric Ghahate, [ericghahate@gmail.com](mailto:ericghahate@gmail.com)



# NEW MEXICO RECOVERY SERIES

USDA Disaster Assistance and Loans Programs

August 31 at 10 a.m.

EDD is hosting the U.S. Department of Agriculture (USDA) to provide an overview of disaster assistance and loans programs



- Temporary changes to LEDA to include restaurants and small retailers
- Up to \$200 million grant program to provide rent, lease and mortgage assistance to businesses

# LEDA RECOVERY GRANT

# GRANT AMOUNT

- LEDA requires job creation
- Grant amount calculated by projected new FTE (over base job number) and percent of revenue decline
- Grant amount cannot be greater than the amount of rent, lease, or mortgage payments
- Awards of up to \$100,000
- Email: [LEDA@nmfa.net](mailto:LEDA@nmfa.net)
- or call 505-992-9696





*\$500 million available funds*

*For-profit and nonprofit corporations*

*Substantial disruption or substantial decline*

*< \$5M in net revenue*

*10-year low interest loans (currently 1.625%)*

*3X average monthly business expenses from 2019 or 2020*

*Maximum \$150,000 loan*

**SMALL BUSINESS RECOVERY LOAN FUND 2021**



*Application available online at*

*<https://www.nmfinance.com/small-business-recovery-loan-fund-2021/>*

*Apply until May 31, 2022*

*Email: [Recovery@nmfa.net](mailto:Recovery@nmfa.net)*

*or call 505-992-9696*

**SMALL BUSINESS RECOVERY LOAN FUND 2021**

# WEEKLY WRAP UP

- Continuing to put out information for the state around resources and opportunities
- Recovery Team is now identifying resources
- COVID recovery and business resources, articles, community opportunities
- Sign up at [Newsletter \(gonm.biz\)](https://gonm.biz)

NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT

## WEEKLY RESOURCE WRAP-UP

May 28, 2021

[Visit our website](#)

[View past newsletters](#)

[Join our email list](#)

### EDD Needs Your Input!

In order to better serve New Mexico businesses, EDD is updating the Finance Finder. The Finance Finder is a one-stop online tool to link business owners with financial and other resources.

Please help us improve the Finance Finder by completing a 5-minute survey and, if possible, participate in a short zoom session (choose the time that's best for you).

[Complete the Survey](#)

[en Español](#)

[Schedule a Session](#)

[Check out our webinar to learn more...](#)

### EDD WEBINARS & EVENTS

June 9, 1-2 pm

[Dispatches from New Mexico: Nurturing the Next Generation of Land and Water Stewards](#) - Hear from organizations throughout the state who are striving to provide equitable access to the outdoors for our youth and learn how you can join the effort.

June 9, 12-2 pm

[Southeastern NM Business Finance Fair](#) - The Business Finance Fair connects

### COVID-19 Recovery

#### Reminder: [LEDA Recovery Grants](#)

For businesses that meet hiring requirements, grants can be used for rent, lease, and mortgage payments. Contact [LEDA@nmfinance.com](mailto:LEDA@nmfinance.com). **Deadline: June 15.**

#### Reminder: [Small Business Recovery Loan Fund](#)

Loans up to \$150,000 at 1.625% for up to 10 years. No payments due the 1st year, interest only due the 2nd and 3rd year, no pre-payment

# Virtual Business Finance Fair



- Opportunity for the public to hear directly from local lenders and business resource providers
- Next will be Northwest region in September
- Local lenders and financing organizations will have 90 seconds to present information about services and programs
- Sharing of participating contact information



# Business Finance Finder



**EDD** NEW MEXICO ECONOMIC  
DEVELOPMENT DEPARTMENT

[My  
Matches](#)

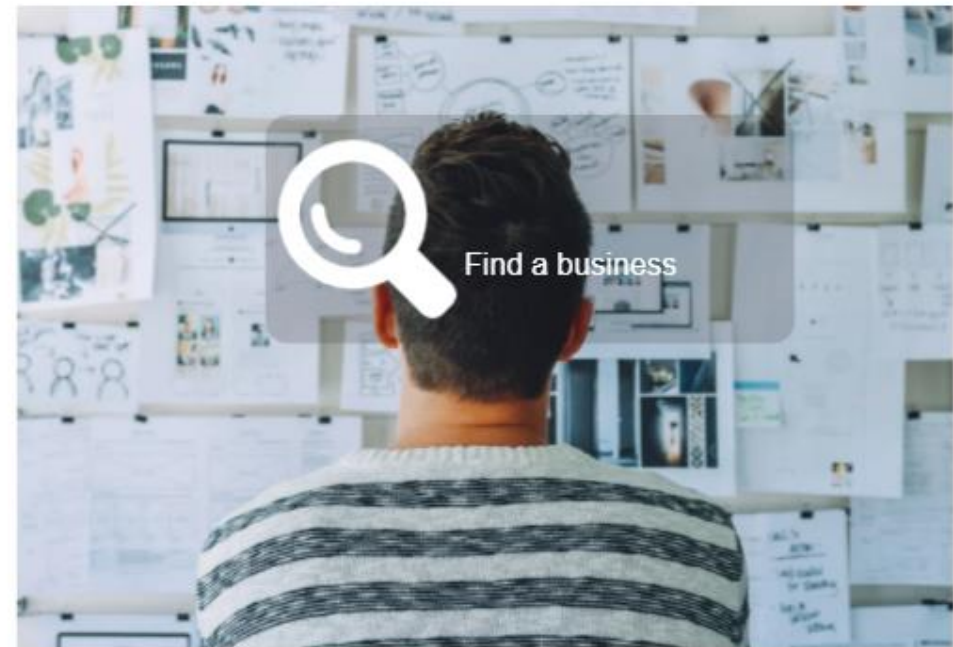
[Search for  
Small  
Businesses](#)

[Change  
Interests](#)

[Account  
Details](#)

[Logout](#)

Seeking:





# Program Specialist



# STATEWIDE PLAN SCHEDULE OF DELIVERABLES



#1: Revised Project Plan, March 23, 2021

#2: Draft Economic Assessment, Target Industry SWOT Analyses & Suitability Matrices June 1, 2021 - focus on performance at the state and CSA/MSA level. The target industry analyses will focus on performance of NM's target industries w/ reference to COG regions

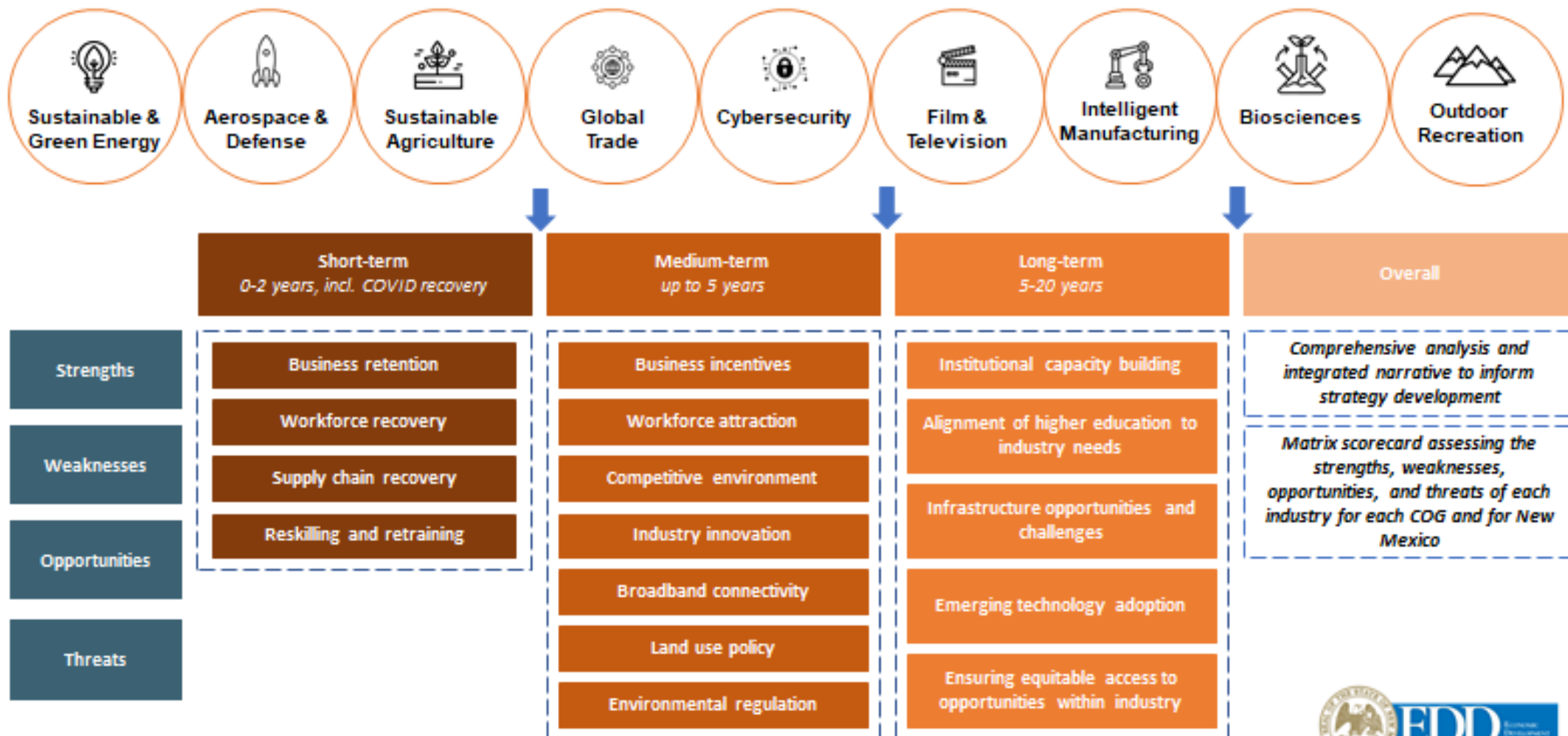
#3: Draft Asset Map June 15, 2021 - will include initial insights from stakeholder interview and supplemental data collection

#4: Final Economic Assessment, Target SOW & Asset Map July 13, 2021 - final versions

#5: Draft Vision, Strategic Goals and Action Plan August 10, 2021 - tentative roadmap for EDD to achieve objectives laid out in report.

#6: Final Economic Development Plan, FALL 2021

# Target Industry SWOT Analyses & Suitability



# Progress Update



# What to Expect from the Plan

---

## Economic Assessment

*A detailed analysis of New Mexico's socioeconomic landscape*

## Innovation Ecosystem

*A review of New Mexico's innovation and entrepreneurship environment*

## Asset Map

*A review of the physical infrastructure, quality of life, community assets, and natural resources in the state, its metropolitan areas, and its rural regions*

## Target Industry SWOT Analysis

*An assessment of the strengths, weaknesses, opportunities, and threats in each of New Mexico's nine target industries*

## Strategic Direction and Action Plan

*Detailed and actionable strategies through which New Mexico will pursue its economic development goals*

## Evaluation Framework

*A toolkit with key performance metrics which will be used to track and monitor plan implementation*

# RURAL EFFICIENT BUSINESS PROGRAM

- Purpose:
- Monthly interview series with Energy Efficient businesses from around the state
- Resource link to connect businesses to:
  - Energy Assessments
  - Renewable Energy Systems
  - Financing
  - Business Assistance
  - Resource Link
- Updated REBP website
  - [www.nmruralbiz.com](http://www.nmruralbiz.com)
- Monthly Energy News updates



# SUSTAINABLE ECONOMY TASK FORCE AND ADVISORY COUNCIL

Sustainable Economy Task Force			Sustainable Economy Advisory Council		
Position	Taskforce Member	Term Period	Position	Economic Development Member	Term Period
1 Member	Commissioner of Public Lands or designee		Vice Chair	Elected by the members of the Advisory Council	
2 Chair	Secretary of Economic Development or Designee		Member	1 Representative of local governments, appointed by the chair of the taskforce	
3 Member	Secretary of Finance or designee		Member	2 Representatives of disproportionately impacted communities or organizations with experience working with disproportionately impacted communities, appointed by the chair of the task force	
4 Member	Secretary of taxation and revenue or designee		Member	1 Representative from industry and business sectors involved in achieving or that may be affected by the goals of the sustainable economy task force, appointed by the chair of the task force	
5 Member	Secretary of Energy, minerals and Natural Resources or designee		Member	8 representatives of tribal governments or entities appointed by the Indian affairs department	
6 Member	Secretary of Indian Affairs or designee				
7 Member	Secretary of workforce solutions or designee				
8 Member	Secretary of Higher Education or designee				
9 Member	Secretary of Public Education or designee				
10 Member	Secretary of Environment or designee				
11 Member	State Investment officer or designee				
12 Member	Chair of the Sustainable Economy Advisory Council				

SENATE BILL 112



# Financial Program Specialist Role

---



# Overview

---

---

Collateral Assistance Program (CAP)

---

Opportunity Zones (OZs)

---

FUNDIT

# Collateral Assistance Program (CAP)

NMEDD can pledge cash to cover a collateral shortfall of a loan in order to enable financing that otherwise might not be available to a small business.

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

Focus is on projects in industries related to: intelligent manufacturing, sustainable & green industries, value added agriculture, tourism & outdoor, digital film & media located in rural areas.

Loan Type	Max CAP Participation Amount	Support Rate	Max Term of Support
Targeted Industry	\$250,000	Up to 30% of the loan value +10% if business is located in rural or distressed area +10% if business owners are in a minority group, job creation will also be considered (MAX 50%)	3 years (enhanced priority based on loan term if <1yr, if <2yr)
Non-Targeted Industry	\$150,000	Up to 20% of the loan value +10% if borrower is considered in "minority" group + 10% if located in rural or distressed area, job creation will also be considered (MAX 40%)	3 years (enhanced priority based on loan term if <1yr, if <2yr)

# CAP Uses & Timeline

---

Tangible or intangible asset purchase

Start-up costs

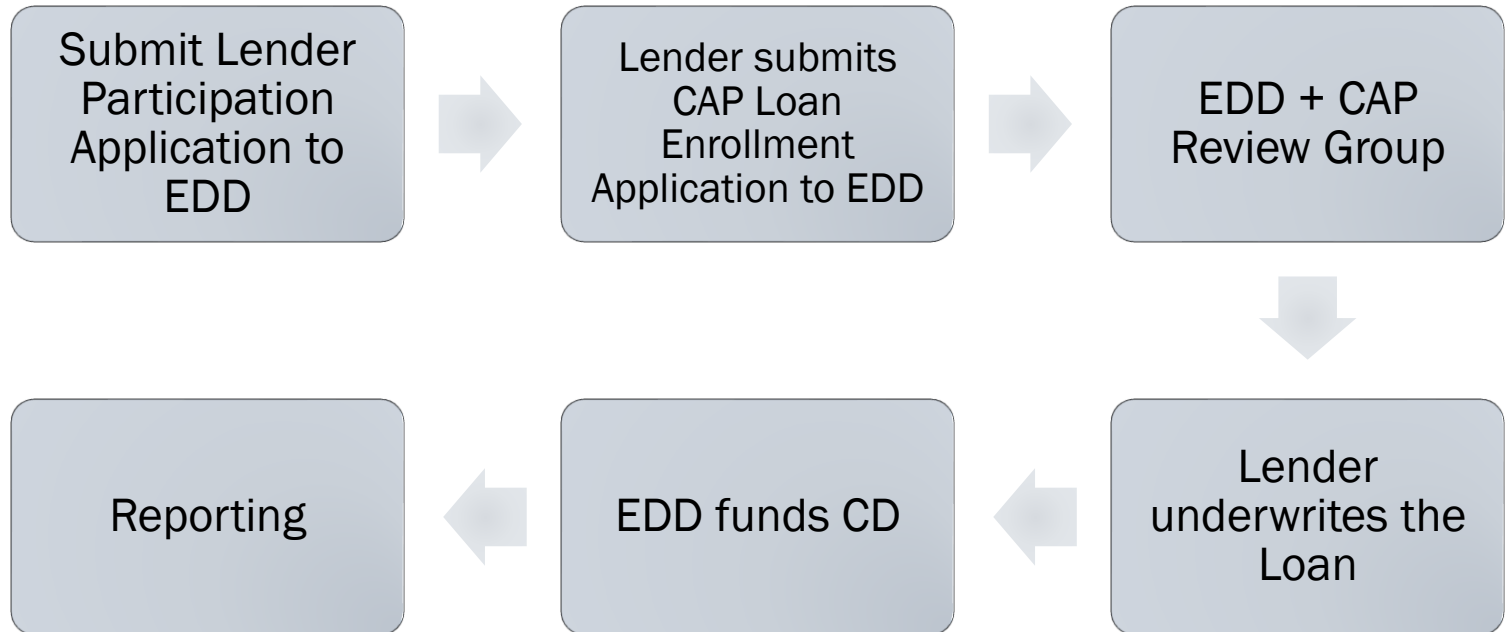
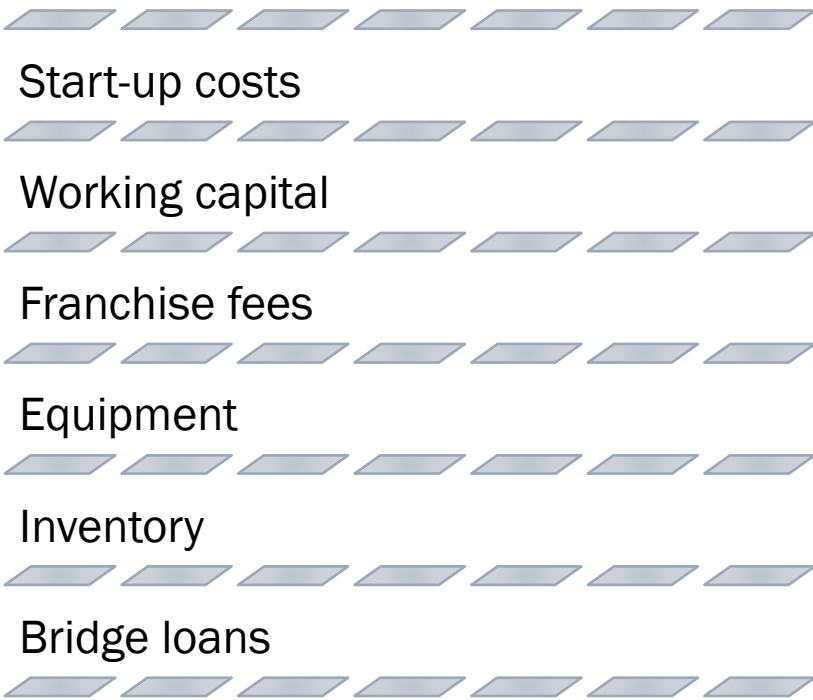
Working capital

Franchise fees

Equipment

Inventory

Bridge loans



# Enrolled Banks\*

---



\*Partial List



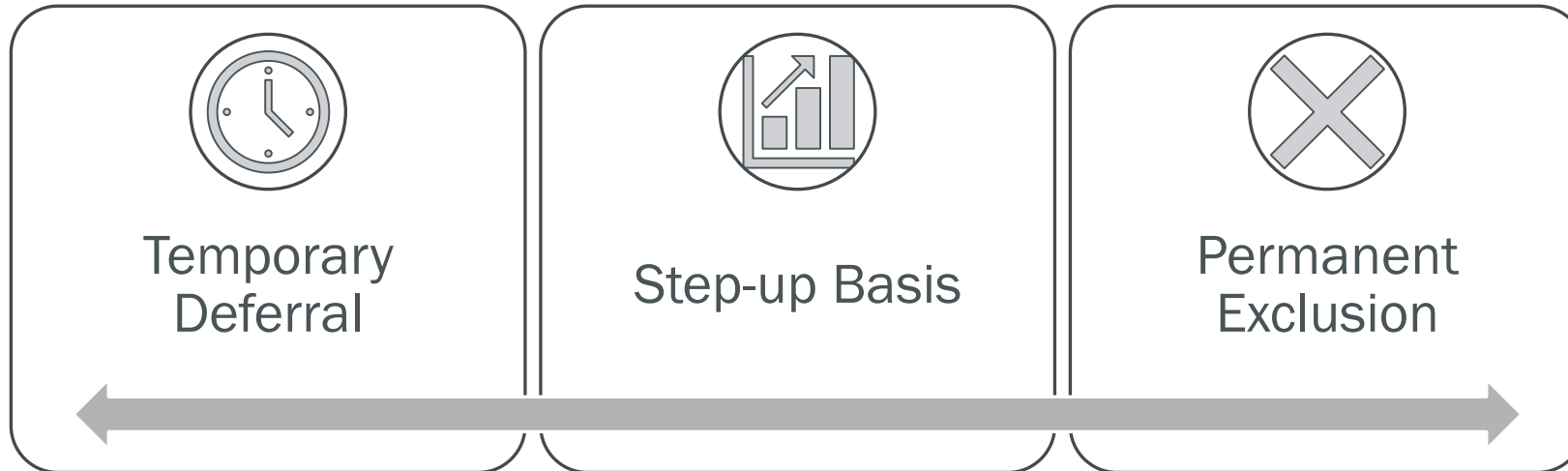
# Opportunity Zones

---

ENCOURAGING AND ATTRACTING  
PRIVATE EQUITY



# Opportunity Zone: Capital Gains Tax Incentive



## **Benefit #1: Capital Gains Deferral**

When you invest a capital gain in a Qualified Opportunity Fund, recognition of your gain is deferred until December 31, 2026.



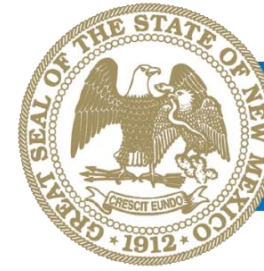
## **Benefit #2: Capital Gains Reduction**

After holding your Opportunity Zone investment for a 5-year period, your initial capital gain recognition is reduced by 10%.

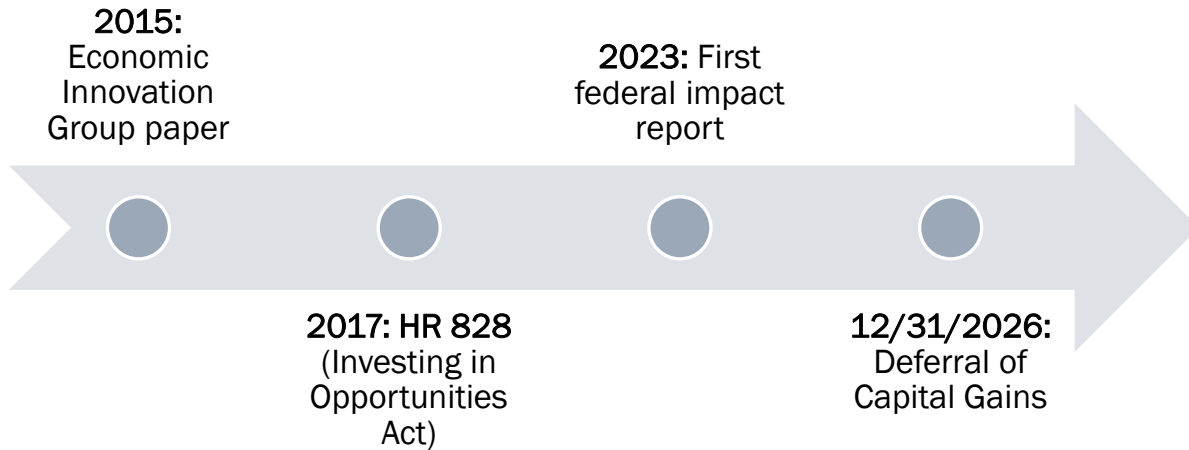


## **Benefit #3: Capital Gains Exclusion**

Any capital gain resulting from your Opportunity Zone investment is tax-free after holding for at least 10 years.



# OZ Timeline



- Total household net worth as percent of GDP
  - <https://www.calculatedriskblog.com/2021/06/feds-flow-of-funds-household-net-worth.html>
- CAPE: Cyclically Adjusted P/E Ratio
  - <https://www.multpl.com/shiller-pe>

## H.R.970 - Opportunity Zone Extension Act of 2021

117th Congress (2021-2022) | [Get alerts](#)

**BILL** Hide Overview ✕

**Sponsor:** [Rep. Burchett, Tim \[R-TN-2\]](#) (Introduced 02/11/2021)

**Committees:** House - Ways and Means

**Latest Action:** House - 02/11/2021 Referred to the House Committee on Ways and Means.

**Tracker:**

Introduced → Passed House → Passed Senate → To President → Became Law

**8,764**  
CENSUS TRACTS

The total number of census tracts certified as Opportunity Zones by the U.S. Treasury. ([Full List](#))

**\$6.1**  
TRILLION

Unrealized capital gains eligible for Opportunity Zones investment and tax treatment. ([Source](#))

**\$100**  
BILLION

Former Treasury Secretary Mnuchin's estimate of private capital that will flow into QOZs. ([Source](#))

# Unlocking Private Capital To Facilitate Economic Growth

---

## Problem

- Addressing impact of uneven recovery and effects of long-term unemployment slow growth, and a lack of quality employment opportunities
- Geographic disparities must be focused on along with individual income disparities

## Impact

- Geographic economic opportunity disparities leads to pockets of distressed and traumatized workers who face plummeting incomes, stalling career progression
- Studies have found an increase in mortality, suicide, and illnesses such as cancer following a job loss
- Lowest versus highest quartile neighborhoods have a lifetime earnings gap like that between high and college graduate

## Lack of mobility

- Older generations tend to be entrenched and unwilling to move
- Difficult for unemployed or underemployed worker to relocate
- Creates a vicious cycle of high unemployment and stagnant economic opportunity in the same places

## Ecosystem

- Distressed communities are caught in a bad equilibrium outcome. Where some economic shift has left the city with a declining private activity and falling tax base. Leads to drop off in public investment and infrastructure, making it more difficult to attract private capital



# Unlocking Private Capital To Facilitate Economic Growth: Solution

---

Find a first-mover who is a large diversified investor that could spread risk and invest in critical mass all at once

- If only small investors qualify then coordination becomes the essential element in success

Interaction with other programs

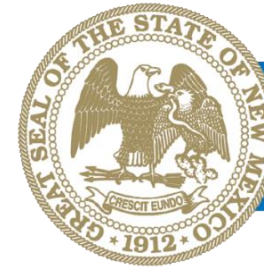
- GAO found that 62% NMTC projects use other sources of public funding

Large holdings in unrealized tax gains and cash holdings presents opportunity

- Any change in capital gains tax rate or policy could make these programs more attractive

Key observation

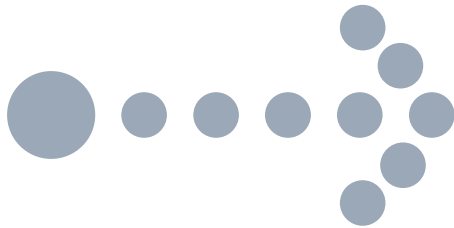
- Need to engage intermediaries like PE, VC, Mutual Funds, and Hedge Funds



# Projects

## Connecting Resources & Projects

EDD developing webinar series to help catalyze investment in NM OZs



### Businesses

Investments made into an OZ project must be made with a qualified OZ Fund. We compiled a list of OZ funds [HERE](#). You can also access Novogradac's comprehensive list of OZ funds [HERE](#).

[Read More](#)



### Communities

You have an OZ, now what? Learn what an OZ is and how they work. Establish a community leader who can take charge of the OZ and interact with investors and engage the community. Create an OZ strategy.

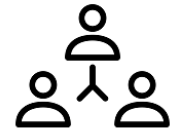
[Read More](#)



### Investors

What is an Opportunity Fund? Must be certified by the U.S. Treasury Department. Must be organized as a corporation or partnership for the purpose of investing in Qualified Opportunity Zone Property.

[Read More](#)

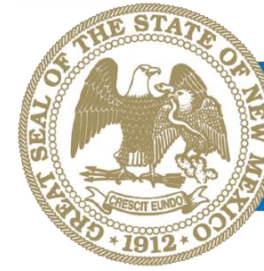


### Partners

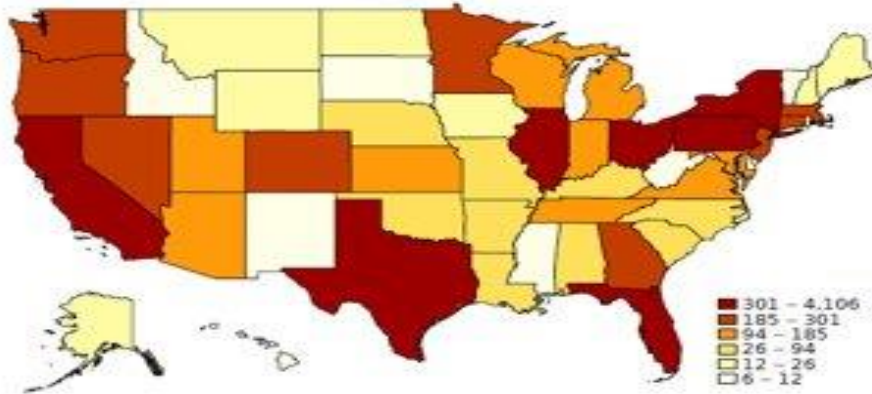
NM OZ Interagency Task Force: FundIt-Community is a collaborative group composed of over 15 Federal and State funding agencies, Council of Government Directors, NMEDD Regional Reps and Community Foundations. The group meets quarterly to review community/economic development and infrastructure projects.

[Read More](#)

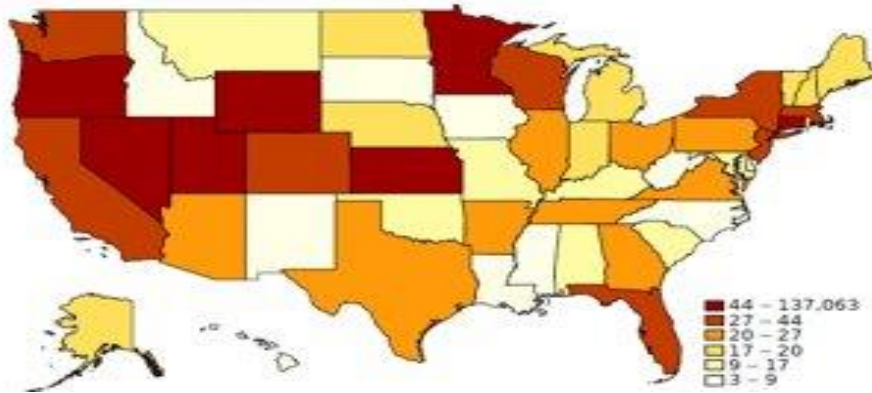
# Projects



Panel A: Total QOF Investment (mil \$), by Investors' State of Residence



Panel B: QOF Investment Per Capita, by Investors' State of Residence



## LEARN



FUNDIT is a platform connecting projects with a numerous funding agencies and resources at once. The program contains 5 steps for communities to apply for funding for infrastructure, economic and community development projects.

## CONNECT



## FUND



# FUNDIT



## How does it work?

FUNDIT is a platform connecting projects with a numerous funding agencies and resources at once.

Step 1: Determine if your project is public or private. >

Step 2: Review the FUNDIT project checklist. >

Step 3: Prepare a simple project summary and submit it. >

Step 4: If your project is selected... >

Step 5: Attend the FUNDIT CoLab. >



**Business Development:**  
Incubators, Industrial Parks



**Community Development:**  
Feasibility Studies, Comprehensive Plans



**Infrastructure Development:**  
Capacity Increase, Updating or Replacing



**Housing:**  
Where there are Critical Shortages



**Opportunity Zones**

# Application Check List



## The FUNDIT Project Application

- Your Information
- Tell Us About Your Organization
- Tell Us About Your Project
- Project Checklist
- Affirmation

**First Name \***  **Last Name \***

**Title \***

**Phone \***

**Email \***

Next >>



**Information & Scope**



**Status Report**



**Need & Funding**

***NEXT DEADLINE: 09/13/2021***

# Project Selection

---



## The FUNDIT Collaborative

An initiative of the New Mexico Economic Development Department, FUNDIT is an alliance of 15+ agencies and public/private organizations working to increase funding and finance opportunities for communities across the state. Our mission is to increase economic opportunity and the well-being and health New Mexico's communities.

*We choose the top FOUR projects based on:*



**1. Community Impact**



**2. Scope and Vision**



**3. Firm, Fit, Audit with FUNDIT resources**



# Alliance



MID-REGION  
Council of Governments

**SNMEDD***COG*



New Mexico Department of  
Finance & Administration



The Rio Grande  
Council of Governments



New Mexico  
Indian Affairs  
Department



U.S. Small Business  
Administration



NEW MEXICO  
FINANCE AUTHORITY



**EDD** ECONOMIC  
DEVELOPMENT  
DEPARTMENT



New Mexico DEPARTMENT OF  
TRANSPORTATION



NEW MEXICO  TRUE

LAND OF ENCHANTMENT



# Quarterly CoLab Roundtable

---



*Mission: To leverage the collaboration of public and private organizations in order to provide dynamic technical and financial resources to projects*



**1. Five-minute Pitch**



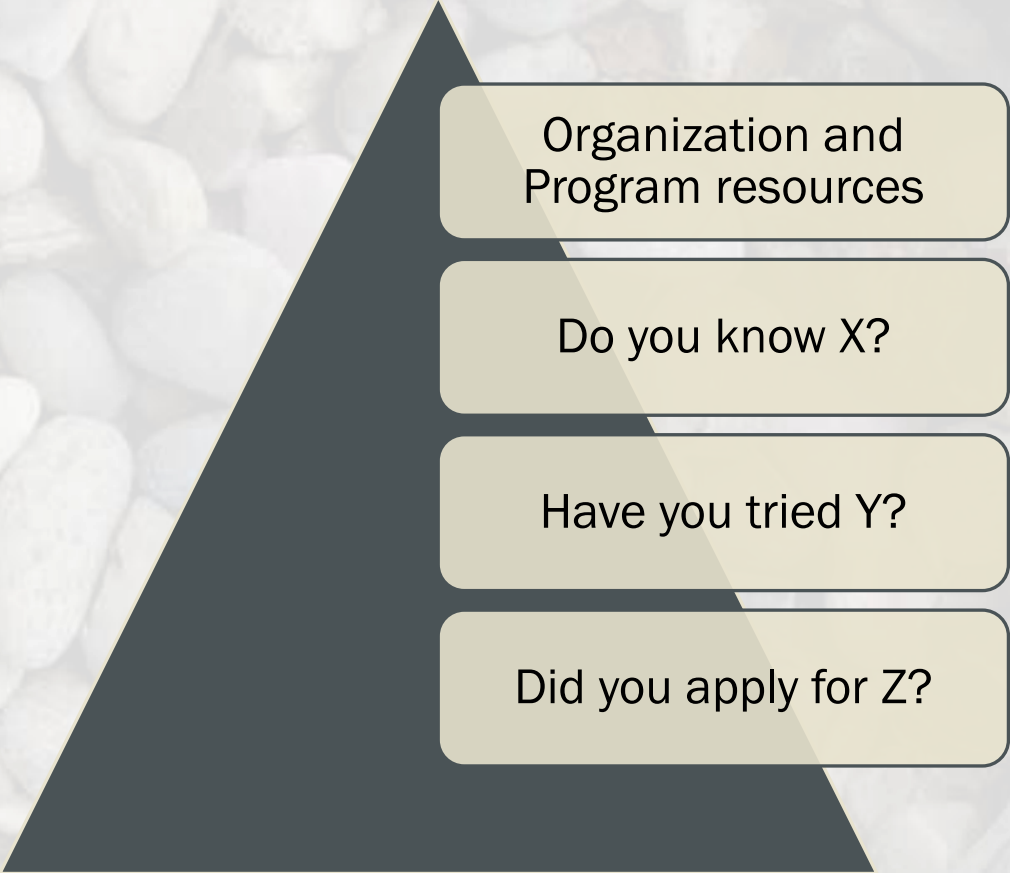
**2. Roundtable Analysis and Assistance**



**3. Creation of Capital Stacks**

**NEXT MEETING: 09/28/2021**

# CONNECT. ADVISE. FINANCE.



Organization and  
Program resources

Do you know X?

Have you tried Y?

Did you apply for Z?

# AGENDA

---

Welcome

---

FUNDIT project pipeline status updates

---

Program updates

---

Program highlight

---

Project Presentations and CoLab Roundtable

---

Agency and funding programs update

---

Closing and next meeting



# FUNDIT Q1: OZs

**PRESTAMOS CDFI**  
DIVISION OF CHICANOS POR LA CAUSA

SUPPORTS BUSINESSES AT ALL LEVELS OF THEIR LIFE CYCLE, FROM:

Creation ►► Retention ►► Expansion

We accomplish this by providing access to capital and technical assistance to help small businesses launch and grow. We also facilitate to the expansion of medium and large businesses through incentive programs based on job creation.

We are currently seeking projects for our NMTL Loan Pool as well as pipeline projects for our 2021 application.

**NO DEADLINE FOR PROJECT SUBMISSION**

We are always available to talk about any project you think is a good fit ►► We also have other complementary programs that can be layered for projects that meet certain job creation or retention benchmarks. ►► The name Prestamos translates to "We Lend." But the reality is, we do SO much more.

To learn more about Prestamos CDFI, and how our work can benefit your Community, please contact:  
Lisa Gonzales | 602.282.8515 | [lisa.gonzales@cplc.org](mailto:lisa.gonzales@cplc.org) | [www.prestamosloans.org](http://www.prestamosloans.org)

516 ARTS  Sawmill Center for the Arts



Coming to Albuquerque's vibrant Sawmill/Old Town District in early 2024

**MILAN INDUSTRIAL PARK**

Plant Your Flag | Gain the Competitive Edge  
New Mexico's Premier Industrial Park located in the heart of a Qualified Opportunity Zone minutes from Albuquerque.  
Rail Served, Built to Suit  
Spec Building Shovel-Ready

**Milan Industrial Park**  
Presentation Sliddeck  
Cibola County Commission | April 29, 2021

**Our Team**

- Sarah Austin, Village Manager
- Eileen Varbrough, Executive Director, Cibola Communities Economic Development Foundation
- Mario Infante-Juarez, Engineer, WCO
- Evan Williams, NWNMCOG

**South Valley Economic Development Center**

**INGENUITY VENTURE STUDIO**

Fund + Startup Studio building diverse companies solving diverse problems.

Prepared by T.J. Cook, Studio Lead | 505-363-0818 | [tcook20@cm.edu](mailto:tcook20@cm.edu)



**Vision for RMYC**

Rocky Mountain Youth Corps recognizes young adults as the trailblazers of the 21st century and beyond. RMYC is recognized nationally as a valued leader in the Corps movement, excelling in community service and positive youth development to advance the next generation of change makers.

**Mission**

Rocky Mountain Youth Corps is a stepping stone to new opportunities. We inspire young adults to make a positive difference in themselves and their communities. Through training and service, Corpsmembers discover their potential for healthy, productive lives.

**AmeriCorps**

RMYC is an AmeriCorps program. AmeriCorps engages more than 75,000 members in intensive service annually to serve through nonprofit, faith-based, and community organizations at 21,000 locations across the country. These members help communities tackle pressing problems while mobilizing millions of volunteers for the organizations they serve. Since 1994, more than 980,000 Americans have provided more than 1.3 billion hours of service to their communities and country through AmeriCorps.

AmeriCorps is a program of the Corporation for National and Community Service, a federal agency that engages millions of Americans in service through its AmeriCorps, Senior Corps, Social Innovation Fund, and Volunteer Generation Fund programs, and leads the President's national call to service initiative, United We Serve. For more information, visit [NationalService.gov](http://NationalService.gov).

Ben Thomas: [Ben@youthcorps.com](mailto:Ben@youthcorps.com)

# FUNDIT Q2: Plans



  
Embudo  
Valley  
Library  
and  
Community  
Center  
[embudovalleylibrary.org](http://embudovalleylibrary.org)

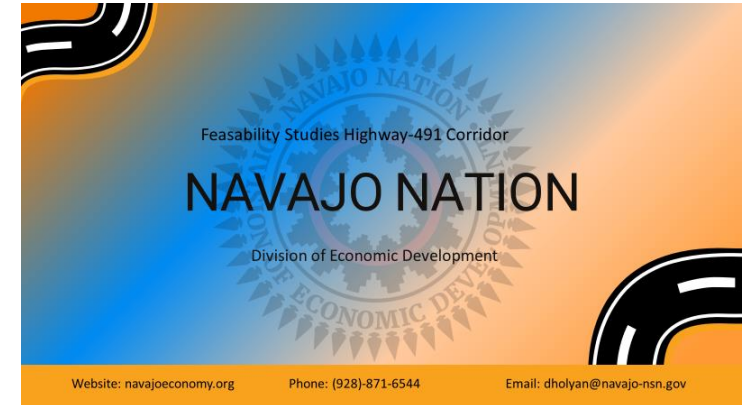


## City of Carlsbad Administration

Dale W. Janway, Mayor  
John Lowe, City Administrator  
KC Cass, Deputy City Administrator  
Wendy Austin, Deputy City Administrator

Contacts:  
Angie Barrios-Testa, Director of Municipal Services & Capital Programs  
[abtesta@cityofcarlsbadnm.com](mailto:abtesta@cityofcarlsbadnm.com)  
(575) 887-1191 Ext. 7957 or cell (575) 652-1317

Jeff Patterson, Director of Planning & Regulation  
[jepatterson@cityofcarlsbadnm.com](mailto:jepatterson@cityofcarlsbadnm.com)  
(575) 885-1185 Ext 2221



**Community Development**



## API Economic Development Impact Study

Kristelle Siarza, Executive Director - [kristelle@siarza.net](mailto:kristelle@siarza.net)  
Melanie Nguyen, Development - [melanie@asianpibc.org](mailto:melanie@asianpibc.org)  
Dee Wang, Operations - [dee@asianpibc.org](mailto:dee@asianpibc.org)



## **FUNDIT Q3: Theme & Companies?**

---



# ECONOMIC DEVELOPMENT DEPARTMENT AND ENERGY, MINERALS, AND NATURAL RESOURCES DEPARTMENT PARTNERSHIP

- The Coronavirus Aid, Relief, and Economic Security (CARES) Act allowed for the Economic Development Department (EDD) and Energy, Minerals, and Natural Resources Department (EMNRD) to partner together to hire a new position that would help bring new renewable energy companies to New Mexico and assist in developing new energy degree programs.
- The Economic and Energy Diversification Coordinator is stationed in the Energy Conservation and Management Division (ECMD) within EMNRD.



# ENERGY CONSERVATION AND MANAGEMENT DIVISION

Researches, collects, and analyzes state energy data and information

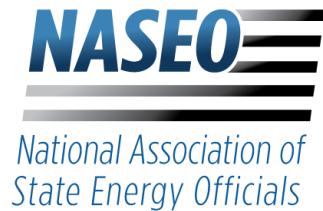
Convenes productive conversations about New Mexico's energy challenges and opportunities

Provides technical assistance, educational resources, and support

Manage and administer statutorily authorized energy programs







- New Mexico Renewable Energy Transmission Authority
- New Mexico State University Arrowhead Center
- Government-led Energy Initiatives:
  - National Governors Association (NGA)
  - National Association of State Energy Officials (NASEO)
  - US Climate Alliance (USCA)

## ECMD'S CLEAN ENERGY COLLABORATIONS

# ENERGY TRANSITION ACT (ETA)

- Commits New Mexico to 100% zero carbon resources in the electricity sector by 2045, and by 2050 for rural electric cooperatives.
- The law transitions New Mexico away from coal and toward clean energy, ensuring greater renewable energy production and reducing costs for consumers, and provides tens of millions of dollars of economic and workforce support for communities impacted by coal plant closures.



# EXISTING CLEAN ENERGY INDUSTRY STRENGTH

## Wind Energy

- In 2020, wind energy accounted for 21% of New Mexico's utility-scale electricity net generation. and by the end of the year the state had about 2,558 megawatts of wind-powered electricity generating capacity.
- New Mexico is ranked 13<sup>th</sup> among states in wind production.
- In late 2021, the largest single phase wind farm will be coming online in New Mexico at 1050 MWs

## Solar Energy

- New Mexico is second only to Arizona in days of sunshine and has tremendous solar energy potential. 310 days of sunshine per year in parts of the state.
- New Mexico has the third-highest rank for solar energy resources in the nation
- New Mexico currently ranks 18<sup>th</sup> in solar energy currently, which suggests room for significant growth.

# RENEWABLE ENERGY TAX INCENTIVES

- **Solar Market Development Tax Credit**
- **Renewable Energy Production Tax Credit**
- **Gross Receipts Tax exemption for solar and wind systems**



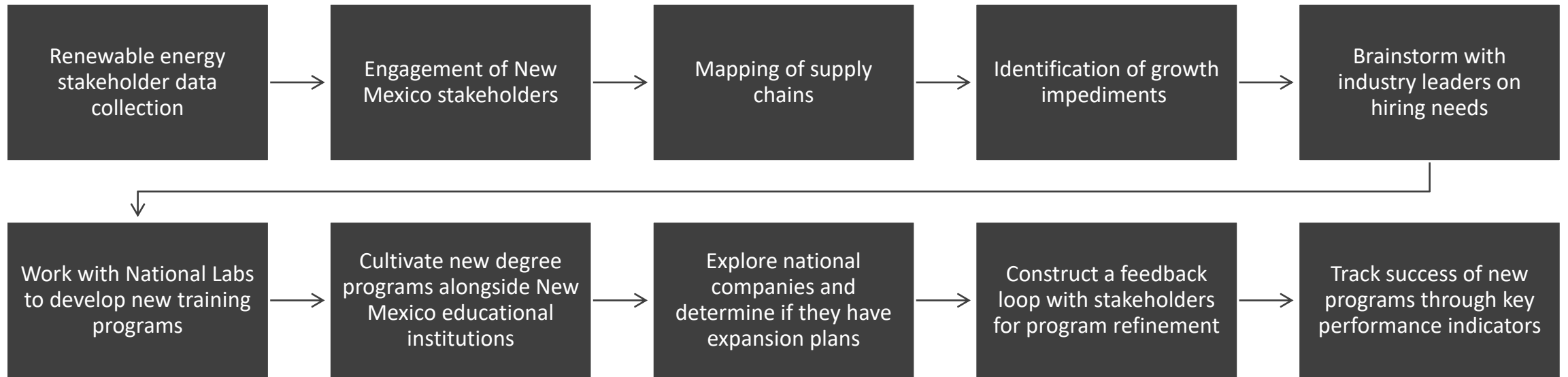
# ECONOMIC AND ENERGY DIVERSIFICATION

## Recovery Efforts

- Assists EDD and COG Directors in CEDS plan development, including stakeholder engagement in the energy sector
  - Attend weekly COG Meetings to exchange resources
- Act as the statewide coordinator for all business inquiries related to the clean energy sector

## Energy, Minerals, and Natural Resources Department Efforts

- Recruitment and support of renewable energy companies in New Mexico
- Provide energy sector businesses with technical assistance, connect resources to business owners
- Collaborate with state agencies including the Department of Higher Education, Indian Affairs Department, and Department of Workforce Solutions to implement training programs, apprenticeships, and degree programs among state institutions focused on the renewable energy sectors.



# ECONOMIC & ENERGY DIVERSIFICATION EFFORTS

# CONTACT

---

**Jennifer Myers**

[Jennifer.Myers@state.nm.us](mailto:Jennifer.Myers@state.nm.us)

---

**Felicia DePaula**

[FeliciaF.DePaula@state.nm.us](mailto:FeliciaF.DePaula@state.nm.us)

---

**Alex Greenberg**

[AlexanderM.Greenberg@state.nm.us](mailto:AlexanderM.Greenberg@state.nm.us)

---

**John Winscott**

[John.Winscott@state.nm.us](mailto:John.Winscott@state.nm.us)

# NEWMARC: NEW MEXICO'S COUNCILS OF GOVERNMENT

## **District 1: Northwest NM Council of Governments**

(San Juan, McKinley, Cibola Counties)  
106 West Aztec Avenue | Gallup, New Mexico, 87301  
P(505) 722-4327 | F(505) 722-9211  
[www.NWNMCOG.com](http://www.NWNMCOG.com)

## **District 2: North Central NM Economic Development District**

(Rio Arriba, Santa Fe, Taos, Los Alamos, Colfax, Mora, San Miguel Counties)  
3900 Paseo del Sol | PO Box 5115 | Santa Fe, New Mexico, 87502  
P(800) 699-4927 | P(505) 395-2668 | F(887) 293-3710  
[www.NCNMEDD.com](http://www.NCNMEDD.com)

## **District 3: Mid-Region Council of Governments**

(Sandoval, Bernalillo, Valencia, Torrance Counties)  
809 Copper Ave., NW | Albuquerque, New Mexico, 87102  
P(505) 247-1750 | F(505) 247-1753  
[www.MRCOG-NM.gov](http://www.MRCOG-NM.gov)

## **District 4: Eastern Plains Council of Governments**

(Union, Harding, Quay, Curry, Roosevelt, Guadalupe, De Baca Counties)  
418 North Main St. | Clovis, New Mexico, 88101  
P(575) 762-7714 | F(575) 762-7715  
[www.EPCOG.org](http://www.EPCOG.org)

## **District 5: Southwest NM Council of Governments**

(Catron, Hidalgo, Luna, Grant Counties)  
1203 North Hudson St., 2nd Floor | PO Box 2157 | Silver City, NM, 88062  
P(575) 388-1509 | F(575) 388-1500  
[www.SWNMCOG.org](http://www.SWNMCOG.org)

## **District 6: Southeastern NM Economic Development District**

(Lincoln, Otero, Chaves, Eddy, Lea Counties)  
1600 Se. Main Street Suite D | Roswell, New Mexico, 88203  
P(575) 624-6131 | F(575) 624-6134  
[www.SNMEDD.org](http://www.SNMEDD.org)

## **District 7: South Central Council of Governments**

(Socorro, Sierra, Dona Ana Counties)  
600 Hwy 195, Suite C | PO Box 1072 | Elephant Butte, New Mexico, 87935  
P(575) 744-4857 | F(575) 744-5021  
[www.SCCOG-NM.com](http://www.SCCOG-NM.com)





# UPCOMING ICIP TRAINING OPPORTUNITIES

## ICIP Trainings Series 3

Friday, August 27, 2021 • 10:00 AM • **How the ICIP affects funding in New Mexico Tribal Communities** -- NWNMCOG and IAD

Monday, August 30, 2021 • 10:00 AM to 12:00 PM • **Tourism Infrastructure** – NM Tourism

Tuesday, September 28, 2021 • 10:00 AM • **Capital Outlay Request Form** -- Legislative Council Service

# FY2023-2027 ICIP Submission Deadlines

- SPECIAL DISTRICTS – FRIDAY, SEPTEMBER 3, 2021
- TRIBAL GOVERNMENTS – FRIDAY, SEPTEMBER 17, 2021
- COUNTIES AND MUNICIPALITIES – FRIDAY, SEPTEMBER 17, 2021
- SENIOR CITIZEN FACILITIES – FRIDAY, OCTOBER 1, 2021

Submit your ICIP documents to: [lgd.icip@state.nm.us](mailto:lgd.icip@state.nm.us)

ICIP Guidelines, Data Entry Instructions & Submission forms available on the ICIP webpage.

<https://www.nmdfa.state.nm.us/local-government/icip/>

**Thank you!**

**Community Development  
Bureau**

**Carmen Morin, Bureau Chief**

*CarmenB.Morin@state.nm.us*

*505-470-8979*



**Survey Time!**

# 25th Annual New Mexico Infrastructure Finance Virtual Conference (IFC) October 25 & 26, 2021



<http://www.nmifc.com/>

