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CONNECTION



FEDERAL RESERVE BANK *of* KANSAS CITY

Community Development Investment and Lending Partnership

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Community Development Investment and Lending Partnership

New Mexico
May 16, 2023

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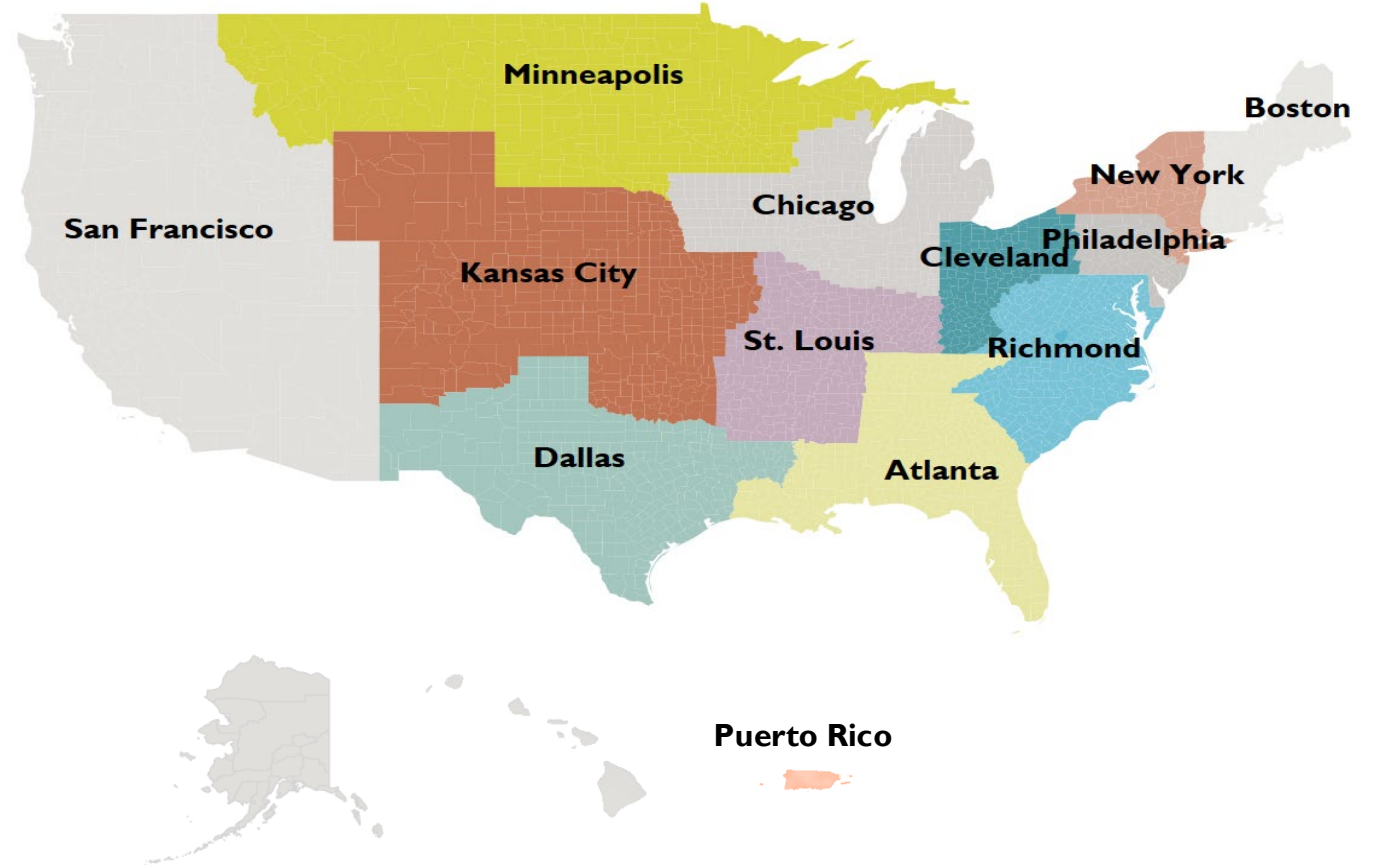


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Investment Connection Across Federal Reserve Banks:

Atlanta
Cleveland
Dallas
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Funder Response Forms Evaluations

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Impact New Mexico: Rural Small Business Investment Fund

Marisa Barrera, Chief Impact Officer
Metta Smith, Chief Lending Officer
DreamSpring



PRESENTED BY

Metta Smith, Chief Lending and Client Experience Officer

Marisa Barrera, Chief Impact Officer

DreamSpring

Funding business dreams, vitalizing communities.

DreamSpring:

Where Capital and Compassion Meet

We are a certified Community Development Financial Institution and award-winning 501(c)(3) nonprofit founded and headquartered in Albuquerque. We've made impactful micro- and small business loans since 1994

We believe human potential is unleashed when all people have the opportunity to shape their own future.



In New Mexico

- \$132.5 million lent
- 7,400 loans made
- 5,260 small businesses served
- 10,500 jobs created



The problem: Challenged Credit and Limited Access to Capital.

- 71% of rural entrepreneurs report using personal savings to start their small businesses
- Rural per capita income in New Mexico is just \$44,568
- Rural poverty in New Mexico is 18.7%
- 37% of New Mexico consumers have credit scores below 620





OUR SOLUTION

Expanding equity and access for rural entrepreneurs.

Creation of a dedicated Rural Small Business Investment Fund in New Mexico will bring critical resources to rural entrepreneurs, stimulating economic activity, creating jobs, and building wealth for families.

We are requesting a \$1 million program related investment and \$400,000 grant to transform lives in rural New Mexico through entrepreneurship.

- Over the next 3 years, we commit to:
 - Provide a minimum of 125 rural entrepreneurs with one-on-one technical assistance and financial counseling
 - Issue at least 75 loans for \$1 million
 - Issue approximately 90% of loans to our target market of LMI, women, and/or minority entrepreneurs
 - Assist at least 60% of repeat borrowers with increasing their credit score.



DreamSpring

Funding business dreams, vitalizing communities.

Thank you

FOR MORE INFORMATION

Metta Smith, Chief Lending Officer

DreamSpring.org

505-259-7165

Msmith@dreamspring.org



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Homeless Solutions

Anna Krutsky, Executive Director
San Juan Partnership



San Juan County PARTNERSHIP

● *“Working together, with people of all ages and cultures, to develop community wellness and prevention awareness.”*

San Juan County Partnership is a community action organization that is currently 100% grant funded. Founded in 1991 with a substance use prevention grant from the US Dept. of Health and Human Services. We currently have 15 grants that focus on substance use prevention, housing assistance and health and wellness for youth. We work closely with city, county, state and federal programs to meet community needs based on data collected through needs assessments, state and county data collection. The Partnership has developed a data sharing site to support the community. Sanjuancountydata.org



HOMELESS SOLUTIONS

- San Juan County has been working on a homeless solutions initiative over the past year in order to address the communities needs for housing the most vulnerable populations within our county.
- The goal is to meet the needs of the chronically homeless, and persons at risk of homelessness by developing a long term sustainable transitional housing system that will utilize the current community infrastructure and create a baseline for future needs.

We are requesting \$70,000.00



WE PLAN TO INCREASE OPTIONS FOR TRANSITIONAL LIVING THROUGH COLLABORATIVE EFFORTS BY DEVELOPING A CAMPUS WITH HOUSING, MULTI-AGENCY OFFICE SPACE FOR SERVICE PROVIDERS AND A RESOURCE HUB THROUGH THE COUNTY MENTAL HEALTH RESOURCE CENTER.



WE ARE LOOKING TO DEVELOP TRANSITIONAL HOUSING PROGRAMMING TO INCLUDE RESOURCE IDENTIFICATION AND UTILIZATION BY LOW TO MODERATE INCOME PERSONS.



WE WILL COMPLETE A COMMUNITY NEEDS ASSESSMENT, AND AN INFRASTRUCTURE PLAN.

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Food Mobile 2.0 – Mobile Grocery Store for Rural Northern New Mexico

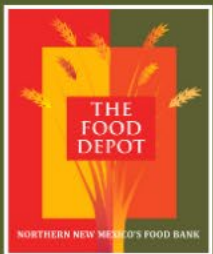
Jill Dixon, Deputy Director

Germaine Mitchell, Director of Development

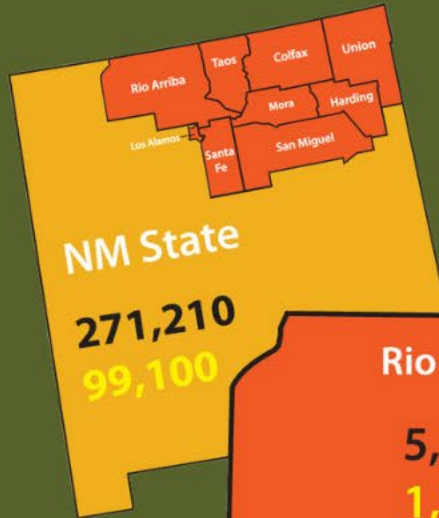
The Food Depot



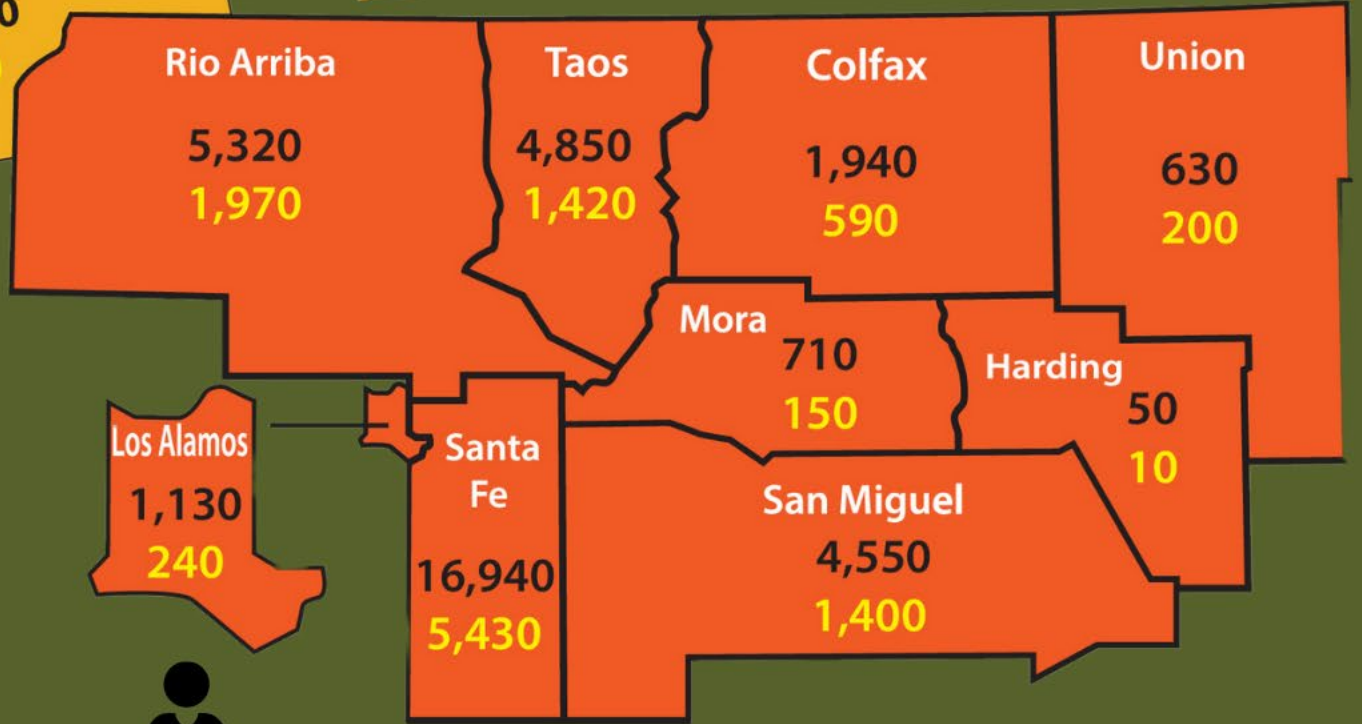
The Food Depot's Vision:
Healthy Communities
for all
New Mexicans



www.thefooddepot.org



Approximately 40,000 people experience food insecurity across The Food Depot's nine-county service area.



Adults experiencing food insecurity



Children experiencing food insecurity

Food Mobile



Established in 2021

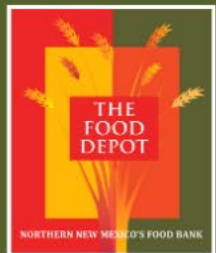
13 Locations

Santa Fe County

Choice-Based Menu

Over 14,000 Individuals in 2022

www.thefooddepot.org



Casita de Comida



Established in 2022

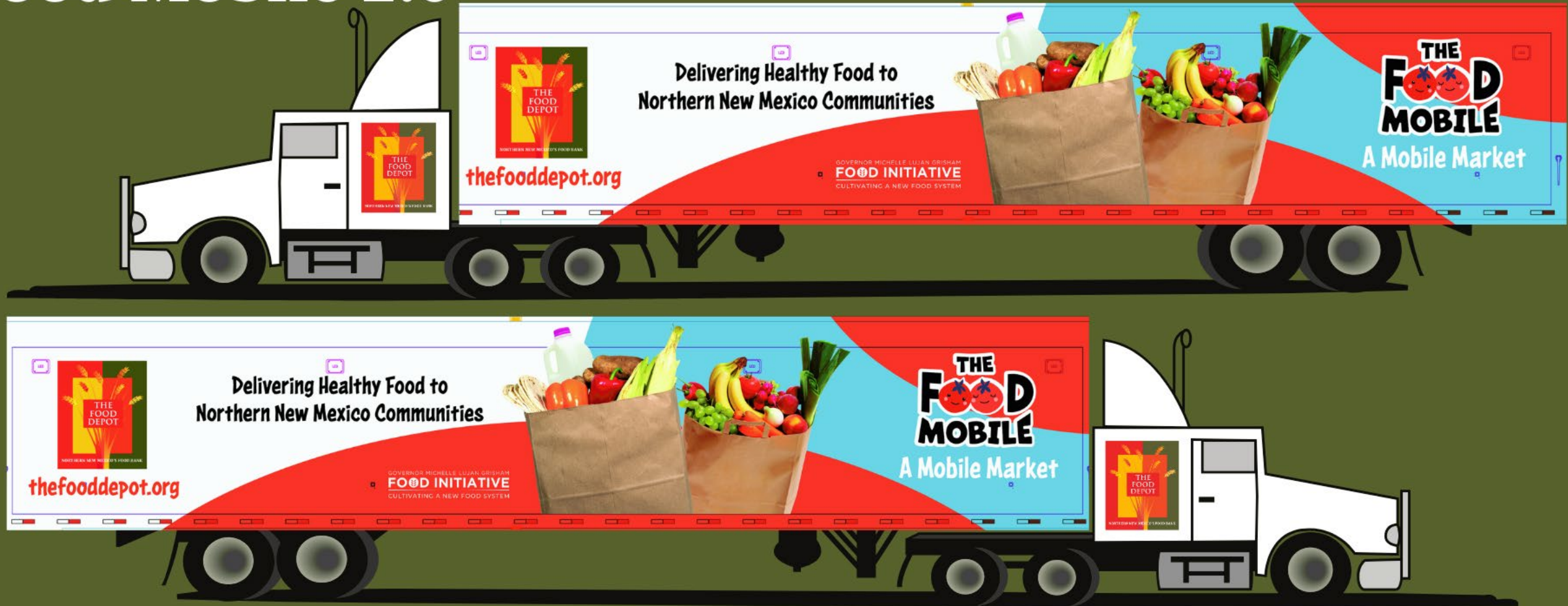
Rio Arriba County

Choice-Based, no-cost shopping

Up to 92 clients each session

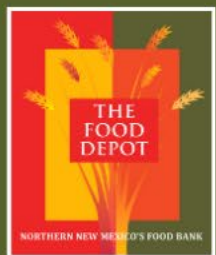
Over 50+ items

Food Mobile 2.0



- Serving over 30 rural and tribal communities and 6,000 individuals each month
- Providing increased access to produce, protein, and personal care items
- Offering wraparound services offered to move families toward food security
- The Food Depot requests \$100,000 to support operational costs associated with Food Mobile 2.0

www.thefooddepot.org



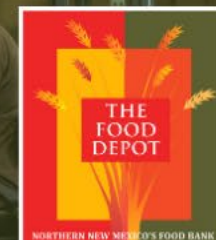
In 2022, The Food Depot programs and partner agencies distributed 10 million pounds of food.

53% of overall distribution was fruits and vegetables. 23% was protein.



The Food Depot

Serving Northern New Mexico Communities since 1994



TOYOTA

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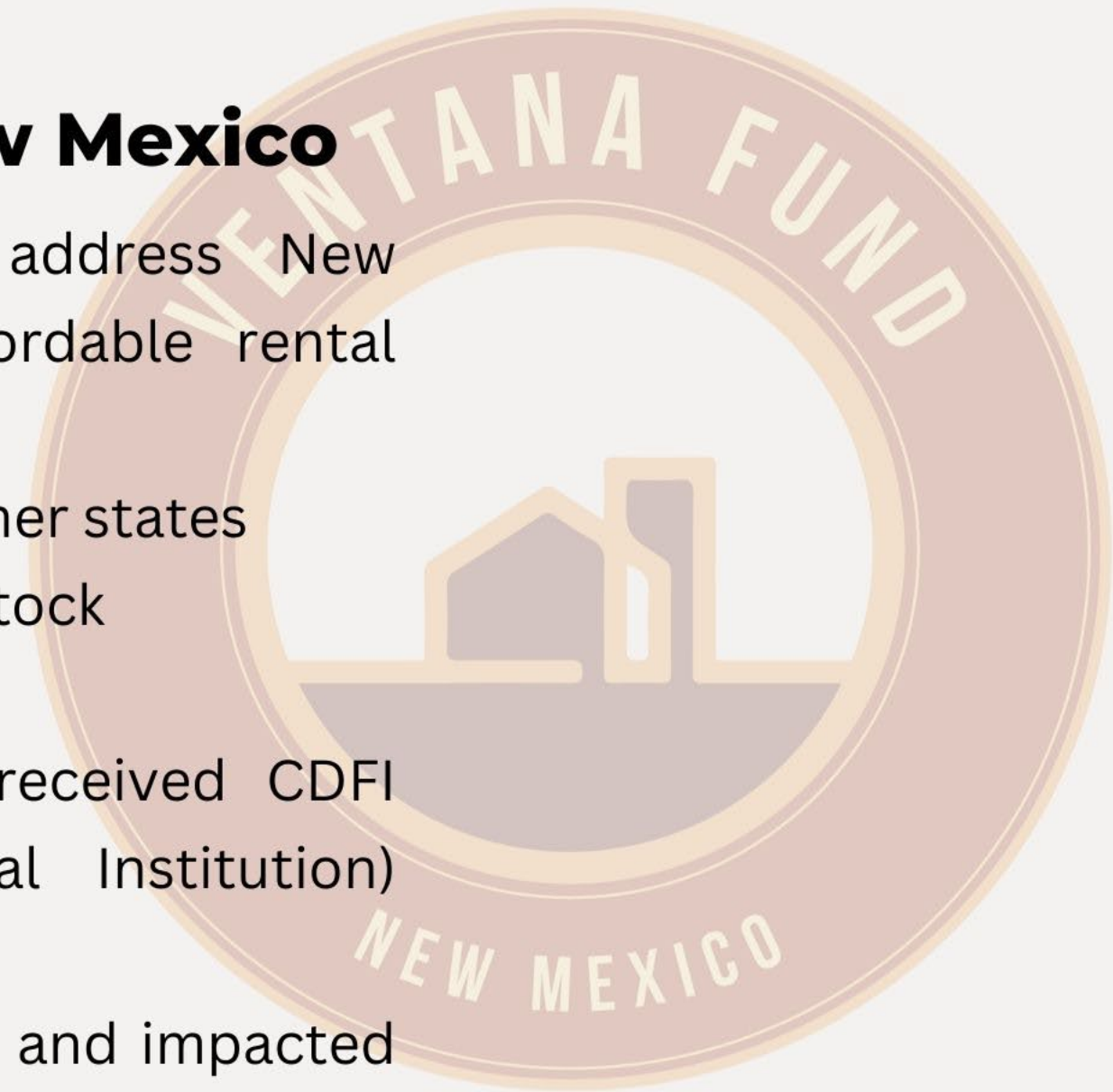
Ventana Fund

Todd Clarke, Board Chair
Ventana Fund

Ventana Fund

Investment Connection New Mexico

- Ventana Fund was founded to address New Mexico's unique challenges in affordable rental housing:
 - Low renter incomes relative to other states
 - Big shortfall in affordable rental stock
 - Need for early-stage funding
- Incorporated in March 2014 and received CDFI (Community Development Financial Institution) certification in March 2015
- Since 2014, we have lent over \$34M and impacted over 1,100 units in NM



OUR FUNDING SOURCES

Our business model blends grants and borrowed capital to leverage our capital base to provide a low interest rate for the borrower.

Current

- **Announced: \$2.6 million grant from CDFI Fund Emergency Relief Fund (ERP)**
- **Announced: \$560,000 loan from CDFI-FA**
- \$1.0 million line of credit from Enterprise Bank & Trust
- \$15 million line of credit from the New Mexico Small Business Investment Corporation (NMSBIC)
- \$26.5 million portfolio size

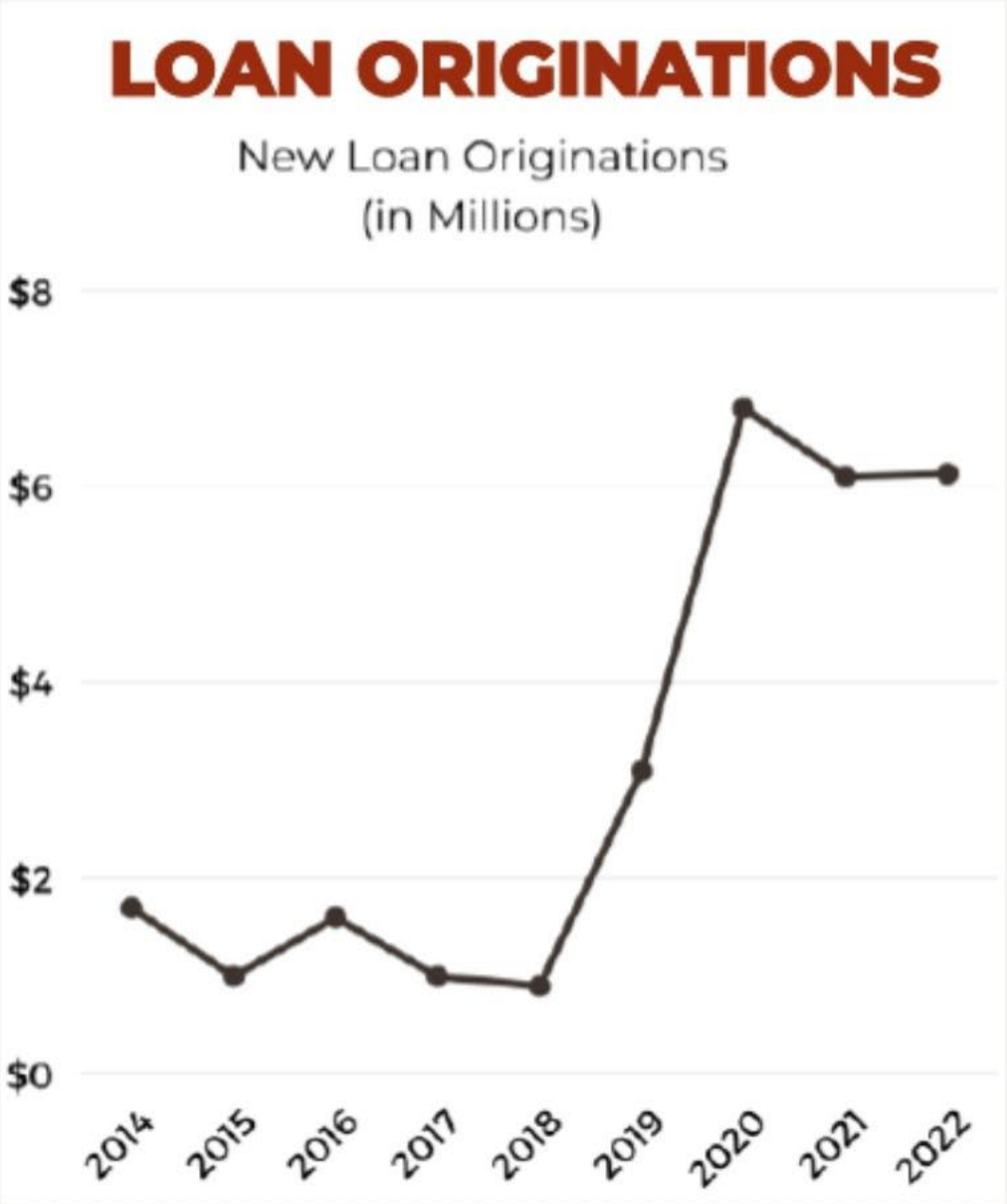
Funding Partners

- NM Mortgage Finance Authority
- Washington Federal
- CDFI Fund, U.S. Treasury
- Enterprise Bank & Trust
- New Mexico Small Business Investment Corporation



In 2022, Ventana Fund closed 15 new loans, representing \$14.6M in commitments to preserving and creating 136 units of affordable housing for low-to-moderate-income households across the state.

FINANCIAL STATEMENT OVERVIEW	FY 2022	FY 2021
Mortgage Loans Receivable	\$15,428,529	\$11,853,641
Total Assets	\$19,712,945	\$15,372,019
Total Liabilities	\$12,455,016	\$9,597,519
Total Net Assets	\$7,257,929	\$5,774,500
Total Revenue	\$2,361,969	\$578,725
Total Expenses	\$878,540	\$516,401
Provision for Loan Losses	\$167,736	\$23,278
Net Surplus before Loss Provisions	\$1,651,168	\$85,602



OUR REQUEST

\$48,000 investment to match our current funds for diversity training:

- In August 2022, Ventana Fund implemented a diversity initiative to our lending policies:
 - Seeking to foster an inclusive, collaborative workplace and lending environment where borrowers and their residents are valued and treated with respect.
 - Serving diverse communities with the highest level of respect for cultural values and the realities that each New Mexico community environment presents.
 - Developed a business plan to support a diversity training initiative which will allow us to educate staff, borrowers, and partners and providing opportunity for **small, minority, veteran, and women owned organizations to serve their communities.**

With Ventana Fund's 5-year loan terms, we will be bridging our borrowers back to your lending institution for long-term financing.



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**PCA's Social Enterprise Center (PHASE II-
Early Learning Center): Creating a Place
Where Families Can Come Together to
Innovate, Work, and Grow**

Nichelle Gilbert, Executive Director
Partnership for Community Action

HOW WE RISE

The Partnership for Community Action helps to support families to take ownership of the solutions and lead the way by:

Invest in people

We work in a deeply personal way with local residents to engage them in public life to take action around the issues that most affect their lives.

Organize communities

We encourage families, neighborhoods and institutions to come together around the issues they care about and advance community-led solutions.

Result

Building the strength and health of communities

↓
Developing strong, civic leaders

↓
Advancing more effective public and private resources that meet family needs

Develop strong leaders

Through education, training and a commitment to enduring relationships, we help develop strong leaders who are effective advocates for their families and their communities.

Advocate for systemic change

We advocate for systemic change statewide that improves access to quality education, health and economic opportunity for all New Mexicans.



Revitalization.

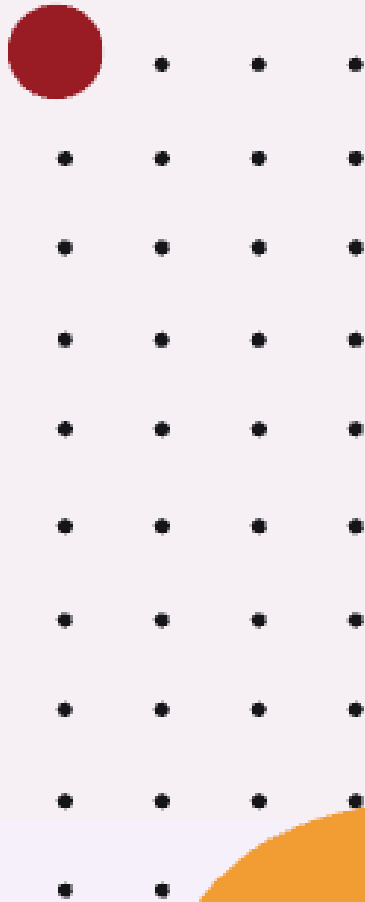
Creating a place where families can come together to innovate, work, and grow.

Families.

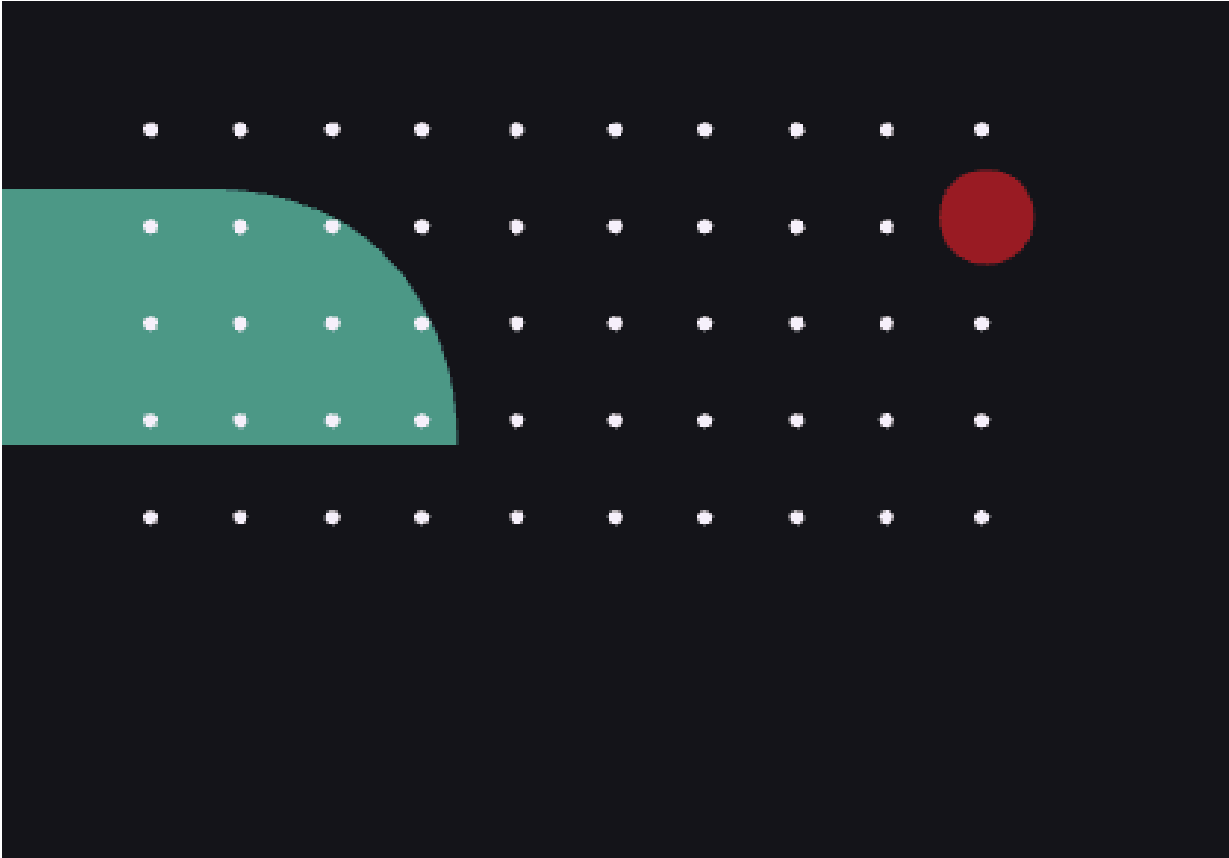
Community knows their needs best.
Families lie at the foundation of the change we hope to see.

Economic Equity.

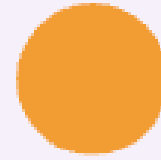
Decolonizing wealth and asset building.



Community Goals



The development is owned by the non-profit Partnership for Community Action, which has an over 30-year history of building leadership and advocacy capacity with families in New Mexico, in partnership with Southwest Creations Collaborative, which has a successful 25 year-old social enterprise with over \$1.5 million in annual revenue.



\$ 1,661,560

Total annual salaries



\$ 2,284,200

Estimated annual economic impact from new job creation



\$ 8,307,800

Estimated annual economic impact from total project



CONSTRUCTION (\$800,000)

Grant funding to build the capital stack toward completion of PHASE II - Multicultural Dual Language Early Learning Center at the Social Enterprise Center.

PROGRAMMING (\$100,000)

Grant funding to support Social Enterprise programming, including:

- Economic Equity and Opportunity Training
- Communities for Education and Action (CEA) Programming
- Shared Services Hub



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Improving Educational Outcomes by Increasing Family Support

Robert Chavez, Chief Executive Officer
Concha Cordova, Vice President
Youth Development Inc., YDI



Why:

At YDI we believe in partnering with our families to help them solve life's problems

What :

We are a family and community-based agency that improves lives. 501(c)(3)

How:

We do this by always finding a better way.



We Have:

- **Accepting and Inclusive Environment**
- **Diverse Services**
 - Early Childhood Education/Head Start
 - Prevention, Intervention & Behavioral Health
 - Education, Employment & Training
 - Administration & Development
- **Proven Results**
 - Founded in 1971 and Homebased in Albuquerque, NM
 - Provide services in 11 counties throughout NM. Serve close to 10,000 youth and families each year.
 - Multiple program review/audits annually



-@ydinm



-@ydinonprofit



-@ydinonprofit



-@ydinewmexico

Project Succeed

---Comprehensive case management and workforce development program to assist youth and families with addressing and finding solutions to the barriers that are preventing school engagement and success.

---Selected a cluster of feeder schools to provide a continuum of care for families. 1 high school (Rio Grande), 1 middle school (Ernie Pyle), and 2 elementary schools (Atrisco & Valle Vista). These schools are located in high poverty areas and have high rates of unemployment, drop out and crime.

OUR GOALS:

- 200 participants (50 from each school)
- Provide support services to address challenges
- Increase attendance and grades
- Decrease behavioral incidents
- Re-engage students and families with school
- Connect families to resources
- Increase work and employability skills (HS students)
- Develop career pathways (HS students)

OUR SUCCESSES:

- ❖ 258 referrals received; 116 enrolled
- ❖ Provided families with utility assistance, furniture, food, heaters, school supplies, security cameras
- ❖ Connected families to behavioral health services, employment, public assistance, healthcare and housing

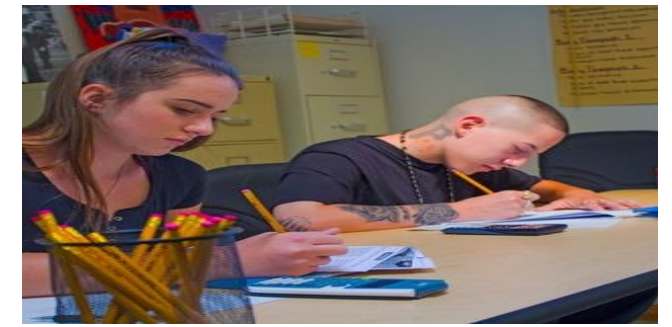
Findings:

- Students were referred for a symptom (attendance, grades, behavioral), however deeper and higher acuity issues were found and required more crisis intervention
- Relationship building are key factors students and families need to engage



A message from the
Dean of Students at
Ernie Pyle MS

Our Ask



- Funding to continue the continuum of care for currently enrolled participants and retain program services at current schools
- Current funding was a one-time Congressional Earmark from Department of Education of **\$850,000** and supports one case manager at each school, Project Director., supportive services, work experience wages, and operating costs.
- Our request is **\$650,000**. This funding level would support continuation of the program at the high school and middle school levels.

Why continue?

Our preliminary “learnings” is that data is showing:

- Engagement early on is critical. One elementary school – grades improved and absences decreased from 1st to 2nd semester
- HS level - Although grades have decreased, engagement of students earlier in the program slowed down the rate significantly
- Relationship building and connections developed with students and families, as well as, engagement early on has significantly contributed to slowing down the pace of decreasing grades

Questions?

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Strengthening Community based Healthcare and Healthcare Workforce Development

Anjali Taneja, Executive Director

Justice, Access, Support and Solutions for Health dba Casa de Salud



Anjali Taneja, MD MPH

Executive Director, Justice, Access, Support & Solutions for Health, dba Casa de Salud
Casadesaludnm.org // 505.907.8311 // @casadesaludnm on instagram, fb, twitter

Reimagining Healthcare and Healing

At its core, our nonprofit business model at Casa de Salud shows that **healthcare can be relational, low-cost, well resourced, and creative, in low-resource communities.**



- Primary care, integrative healing, syringe exchange/harm reduction, addiction treatment, gender affirming care, advocacy, workforce development.
- 10,000 patient visits each year; 70+% are uninsured and 20+% have Medicaid.
- Transforming the ecosystem of care.
- Casa de Salud is a woman of color led organization, a physician led organization, with an all women board of directors.

“Casa de Salud is one of the most adventurous attempts to make healthcare genuinely for the people.”
- Dr Pritpal Tamber, CEO of Bridging Health & Community



We have a privilege problem in medicine... and a responsibility to inspire the current and next generation of healthcare leaders

- Innovative Health Apprentice Program for 17 years
- 85-90% young Latina women of color. Many 1st generation, youth of color. 300+ alumni apprentices
- New Mexico has significant brain drain + oldest primary care workforce in the U.S.
- **PROPOSAL:**
 - \$50k to help transform Health Apprentice program into Fellowship, provide stipends
 - \$50k to build out Physician and NP/PA Fellowship along with Executive Coaching, leadership dev, business dev, and more





Opportunities Ahead and “Business Model Discovery”

- Healthcare “building power with community”
- NM Primary Care Council is building out medicaid payment reform starting 2024.
- 70% of all physicians work for hospital systems, private equity, or large systems. Can we preserve community based care & knowledge?
- **PROPOSAL:**
 - \$50k: “Business model discovery” for transforming care from fee-for-service, to holistic integrative biopsychosocial care both at Casa and in the community
 - \$50k: “Meeting the moment” - strategic expansion of services for growing needs



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Sustainable Gardening Systems for Community Prosperity

Alice Perez
The Community Pantry



The Community Pantry & Hope Garden

Hoop House Sustainability

“Because No Mother’s Child Should Go Hungry”

The Community Pantry is creating partnerships and community engagement through the natural growing of food systems within the gardens, engaging families, organizations, children, & Veterans.

McKinley & Cibola Counties are considered to be “food deserts” because of the lack of natural resources such as water. This makes it extremely difficult for people to have any kind of agricultural growth bringing a healthy life style of a plant based diet in an area where diabetes is at an all time high. The struggling economic status of the average family is higher in these two counties than any other counties in the State of NM, along with the higher rate of unemployment.

The Community Pantry Hope Garden was created with the purpose of providing community members a place to grow their produce of choice, receiving assistance and education, so that they will have a better opportunity to provide a healthy eating opportunity for themselves, their families, and the community as a whole. Currently there are 72 raised beds, and 5 damaged hoop houses available for the public all in McKinley County. Our goal is to build sustainable, hard-shelled hoop houses that will prevent this damage and to create the same opportunity for the Cibola County Grants Community Pantry.

Four months out of every year, McKinley County and Cibola County are known for their dangerously high winds that create hurricane type damages to buildings and other structures. The Community Pantry currently has 5 hoop houses with 2 of them uncovered due to high wind damage. The other 3 have severe damage. All of the hoop houses are in current need of being re-covered in order for stainability of cold weather growth. This is a yearly, costly, required expense in order to continue the growth of produce in such a short growing season for these two counties.



In the northwest area, hoop houses are necessary because of the drastic temperatures of the environment. The growing season, without a hoop house that provides warmth in the winter months, runs from June through September of every year. With a hoop house, the growing season is from February through November and December for some products.

Having a more structurally sound hoop house (hard shelled) will allow the continuance of this opportunity for our communities without the cost of constant repair, which takes away from the success of better opportunities for the members of our communities. As you can see here, a lot of patching and repairing has to be done in order to continue the use of the hoop houses.

Current Damaged Hoop Houses



Sustainable Hard-shelled Hoop House

The average cost of a plastic covered hoop house the size of 20'X 60' cost approximately \$2,500 to cover with the appropriate plastic coverings. When this is multiplied by 2 to 4 a year, it can cost up to \$10,000 a year to keep the hoop houses in the appropriate condition to keep a safe and healthy environment. By providing the community hard-shelled hoop houses, there would be the initial cost of purchasing the required materials and installation of the hoop houses. An example of the hoop houses being structurally sound, below are photos of hard-shelled hoop houses that have been placed in McKinley County 4 years ago and still have not sustained any damage from the high winds. Therefore, not costing the organization additional funds to maintain them.

\$100,000 is needed for the purchase and structure of the Sustainable Hard-shelled Hoop Houses



Alice Perez, Executive Director/CEO

P.O. Box 520 Gallup, NM 87305

(505) 726-8068

www.thecommunitypantry.org

director@thecommunitypantry.org

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Ariel Cisneros

Ariel.Cisneros@kc.frb.org

303-572-2601

Share Your Connections!

Investment Connection Website:

<https://www.kansascityfed.org/community/investmentconnection>

CRA OneSource Website:

<https://www.kansascityfed.org/community/cdi/craonesource>

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*Thank you for participating in
Investment Connection New Mexico!*