Funder Response Forms—Your Interest and to Learn More

Evaluations—Your Input
Creating Wealth for Under-Resourced Small Business Owners

Marie Peters, Fund Director
B:Side Fund
B:SIDE FUND IS A 501(C)3 NON-PROFIT THAT PROVIDES FLEXIBLE FINANCING TO UNDERSERVED COMMUNITIES IN 4 STATES (CO, AZ, NM, UT); ITS GOAL IS TO INCREASE ACCESSIBILITY AND TRANSPARENCY IN LENDING TO CREATE WEALTH FOR ENTREPRENEURS WITH LIMITED OPPORTUNITIES.

393 Loans Funded

$25M Capital Lent

2K Jobs Created
THE MEDIAN NET WORTH OF A BUSINESS OWNER IS 2.5X THE AVERAGE

A clear path to individual, family, and community wealth.

Investing in owner-occupied commercial real estate can accelerate this wealth generation while diversifying portfolios and minimizing risk. CBRE reports that the AAR for CRE was 9.5% between 2000 and 2018.

However, initial down payment requirements put this out of reach for many low-income, low-wealth business owners.
Here's how we make a difference...

**PROVIDE EQUITY ASSISTANCE OF 5% OF COMMERCIAL REAL ESTATE LOAN AMOUNT OR UP TO $75,000 TO INCREASE ACCESS**

This way, we help small businesses make the minimum down payment without depleting working capital needed for operations and growth.
We're looking for...

$250K ADMINISTRATIVE SUPPORT GRANTS

$2M PRI FOR LOAN CAPITAL
Economic Improvement for Individuals with Intellectual and Development Disabilities through Workforce Development Programs

Melissa McCue, Executive Director
Mandy’s Farm
Sophie Trusty
Mandy’s Farm
Mandy's Farm is a nonprofit organization that assists individuals with developmental disabilities in achieving their goals for living, learning, and working in the community.

Our Mission

Our Values

We are committed to collaborating with and meeting the needs of our community to create positive change.

We embrace opportunities for growth and encourage creativity and innovation as we face new challenges.

We prioritize access and equity for people with disabilities, acknowledging that disability intersects with race, gender, and sexual orientation.
VAMOS EMPLOYMENT PREPARATION PROGRAM
The VAMOS Employment Preparation Program through Mandy’s Farm supports young adults with disabilities in the transition from high school to adult life through direct instruction in soft skills, financial literacy, self advocacy, and social emotional growth. As part of the VAMOS Program participants gain hands-on work experience through supported internship experiences with local businesses and non-profit organizations.
VAMOS PROGRAM OUTCOMES

• 271 transition aged students served since 2018

• Graduates employed at:
  • Embassy Suites
  • Dion’s Pizza
  • Nature Niños
  • USGS Water Science Center

• 12 program graduates have returned to work at program staff
REQUEST FOR SUPPORT

We are requesting support for operation of our VAMOS Summer Programming

20 youth with Intellectual/Developmental Disabilities receive:

144 hours of employment training:
• Financial literacy
• Self advocacy
• Career exploration
• Resume development
• Interview practice
• Soft skills
• Independent living skills
• Job site tours

64 hours of paid internships:
• Students earn $15/hr
• Individualized support
• Local business/municipality:
  • Auto shop
  • Veterinary office
  • Restaurants
  • Animal Shelter
  • Retail
  • City of Albuquerque departments (311, BioPark, Library)
Financial Literacy Makes Cents

Steven Rogers, Past President
Ann Swickard Chavez, President
Jumpstart NM Coalition for Personal Financial Literacy

Aarush Tutiki, Albuquerque Academy Student
New Mexico Jump$tart Coalition for Financial Literacy

- Non-profit 501c3 founded in 1998 and affiliated with National Jump$tart Coalition for Financial Literacy
- Our mission is to educate and empower youth and young adults with the information and resources necessary to make informed financial decisions
- Our primary strategy is to support educators with access to high-quality and effective resources and professional development
- 124-member strong coalition with representatives from private corporations, nonprofits, government agencies, higher education, educators, and private citizens
- Merged with Money Smart New Mexico in December 2023
Financial Literacy Makes Cents Educator Conference

- Support educators to meet the New Mexico Financial Literacy Standards and new high school personal finance course offering requirement – free of charge
- 2nd year offering the conference
  - Over 80 educators participated in 2023
  - 30 NMJS volunteers and partners
  - Educators came from as far south as Ruidoso and as far north as Taos
**Event date:** July 16, 2024  
**Location:** CNM Workforce Training Center, 5600 Eagle Rock Ave, NE, 87113.

**Confirmed speakers:** Econ Ed (St. Louis Fed) and Next Gen for Personal Finance

**Cost for educators:** FREE! (200 educators can participate)

**Approximate expenses:**
- Space rental: $1,650
- Meals: $5,000 (x2)
- Printed collateral (programs, handouts, name tags): $500
- T-shirts: $1,000
- Travel bonus for educators traveling more than 40 miles: $1,500

**Current sponsors:** Nusenda Credit Union & Credit Union Association of New Mexico

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<tr>
<th>Level</th>
<th>Quantity</th>
<th>Benefits</th>
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| **$7,000 Presenting Sponsor** | 1        | Banner displayed at educator’s conference  
6 tickets and volunteer t-shirts  
Prominently displayed table  
Introduce keynote speakers  
Large logo on programs  
Large logo on Jump$tart website  
Recognized in press releases |
| **$5,000 Meal Sponsors**      | 2 (breakfast sponsor and lunch sponsor) | Name/logo on table for meals  
Opportunity to table  
Large logo in programs  
Large logo on Jump$tart website  
Recognized in press release  
4 tickets and 4 volunteer t-shirts |
| **$1,000 Financial Literacy Partner** | Unlimited | A portion of the funds will help educators from rural areas travel to the conference (flat rate $50 gift card)  
2 tickets and 2 volunteer t-shirts  
Logo in programs  
Logo on Jump$tart website  
Opportunity to table  
Name/contact information given to rural educators who receive the travel funds |
| **$100 Financial Literacy Volunteer** | Unlimited | 1 ticket and volunteer t-shirt  
Name listed in programs  
Name listed on Jump$tart website |
Thank you for supporting New Mexico’s educators & students!

To learn more about New Mexico Jump$tart Coalition for Financial Literacy, please visit us at
www.jumpstartnewmexico.wildapricot.org or email newmexicojumpstart@gmail.com.
Native Partnership for Housing (NPH) has been in existence for 28-years. NPH is a mission driven Native CDFI and 501(c)3 designed to ensure Native Americans can benefit from safe affordable housing regardless of their income.

There is a desperate need for affordable housing in Gallup, NM. The waiting list is over 2-years at the Gallup Housing Authority. Furthermore - they are not taking applications from single men.
NPH’s has been working on a proposed 9% Low Income Housing Tax Credit (LIHTC) project to be located on 6.4 Acres in downtown Gallup, NM.

The existing structures have been condemned and must be demolished to prepare the site for new construction.

The site will be utilized to construct a 4-story mixed use LIHTC project comprised of up to 80 residential units. The 2nd through the 4th floor will be residential units. The 1st floor will be used for supportive services and retail.
Residents will not be isolated from the rest of the community. They will be integrated into the local population, benefiting from a well thought out mixed-use plan in the heart of Gallup. Not only will this development provide housing for those in need. It will have a positive impact on the very fabric of the community........
Partners on the project include:

- **Thomas Development Group, LLC** (developed over 25 LIHTC projects)
- **Perlman Architects of Arizona** (architect on over 17 LIHTC projects)
- **City of Gallup, NM** (understand the dire need for housing)

Potential additional Partners:

- **Navajo Nation**
- **Gallup Housing Authority**
- **Rural Community Assistance Corp.**

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<tr>
<th>Anticipated acquisition / Development costs</th>
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<tbody>
<tr>
<td>Pre-development costs:</td>
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<tr>
<td>Tot. LIHTC cost:</td>
</tr>
<tr>
<td>Per unit cost</td>
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<tr>
<td>Avg. unit Sq. Ft.</td>
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<tr>
<td>Est $ Sq. Ft.</td>
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**Ask - to support this very important project** $1,265,900
Business Retention and Expansion Program

Pat Vanderpool, Executive Director
Regional Development Corporation

Carla Rachowski, Director of Operations
Regional Development Corporation
Building Economic Futures in Northern NM

- Regional Non-Profit 501(c)3 Economic Development Organization
- Founded in 1996 as a DOE Community Reuse Organization (CRO)
- Assists Northern New Mexico Communities, Pueblos, and Small Businesses with Economic Development Services including: 1) Business Retention and Expansion, 2) Capacity Building, 3) Partnerships and Professional Services, 4) Workforce Development
Direct Investments in Small Businesses

- Small infusions of capital to help businesses diversify, sustain or grow revenue, leverage other investments, and put systems in place that lead to growth and create job opportunities.

  - Micro-Grant - Up to $3,000
  - Tribal Economic Diversity Grant - Up to $8,000
Funding Request

- $280,000 to be utilized as follows:
  - $150,000 to fund 50 additional Micro-Grant awards @$3,000 each
  - $80,000 to fund 10 additional Tribal Economic Diversity Grant awards @$8,000 each
  - $50,000 to hire an administrative staff member to manage these additional grants

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<tr>
<th>Micro-Grant Year</th>
<th># Applicants</th>
<th># Awards</th>
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<td>73</td>
<td>51</td>
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<tr>
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<td>2023</td>
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<td>57</td>
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<table>
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<tr>
<th>Tribal Grant Year</th>
<th># Applicants</th>
<th># Awards</th>
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<td>9</td>
</tr>
<tr>
<td>2023</td>
<td>16</td>
<td>10</td>
</tr>
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"Thank you to all RDC investors. By investing in these grants, you are opening doors to a segment of the population that in most cases don’t see their dreams of starting a business come true. I am one of these individuals. My experience thus far with RDC has been amazing! …This welcoming and positive atmosphere has given me confidence in pursuing and achieving my endeavor. “

Kevin Cordova, White Feather Native Cultural Tours, Taos Pueblo

“...This (RDC Micro-Grant) helped beyond what I have imagined. I have been so much busier and more successful in all areas..... It was the one of the best things to happen to me, my family, and the business this year.”

Chiyanne Williams, Sommertime Somersaults, Las Vegas

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50 COMPANIES*

$802.8K, 13%
Revenue INCREASE

$154.7K
Micro-Grant INVESTMENT

89.5
JOBS CREATED

$753.3K
New JOBS PAYROLL

$38K
INCENTIVES + Technical Assistance

$506.2K
Follow Up FINANCING

*Based on 50 of 57 awardees
Tiwa Capital Funding for Mortgages and Consumer Loans

Sheila Herrera, Executive Director
Tiwa Lending Services
• Tiwa Lending Services (TLS) mission is to provide innovative products, education and developmental services to improve the social and economic growth of Pueblo of Isleta and other Native Americans residing in the surrounding communities.

• Not-for-profit Native Community Development Financial Institution (CDFI) operating under a 5 – member Board of Directors in accordance with established Articles of Incorporation on January 6, 2011.

• Tiwa Lending Services believes in financial empowerment and wealth creation through home ownership and education for all Native Americans.
**Products**

Affordable Home Mortgage Lending For:
- Purchase
- Refinance,
- New Construction
- Purchase Land
- Renovations
- Manufactured Homes

Forgivable Down payment Assistance

Consumer Loan Lending For:
- Personal
- Debt Consolidation
- Education
- Credit Building or Repair
- Home Improvements

**Developmental Services**

Group Education Topics Such As:
- Creating a Budget
- Starting a Savings
- Credit and Collections
- Debt Management
- Homebuyer Process
- Homeownership Maintenance

One-on-One Topics Such As:
- Financial Management
- Credit Scoring and Reporting
- Homebuyer Education

Youth Outreach Events:
- Annual Native Youth Empowerment Symposium
- Collaborate with Summer Recreation Program
- Department of Education Family Nights
FY 2023 FINANCIAL & SOCIAL IMPACTS:

• Total Amount of Mortgages Financed: $11,289,074.00

• Total Value of Loan Portfolio: $8,062,239.05

• Total Number of Loans Closed: 755

• Total Number of Financial Literacy Participants: 1,738

• We deliver results that matter!
Proposal and Funding Request

$1,000,000.00 Affordable Housing

Support Request:
- Loans, Grants, and Qualified Investments

CRA Eligible Activities Addressed:
- Affordable Housing and Financial Literacy

Description of Project:
- Goal: Funding for our 10 Lots in our Moon Light Development POI.
- Funding for our loans off and on the reservations for Native Americans.
- Additional Investment opportunities: Will need a low to no interest debt partner.
Helping New Mexicans Get Access to Safe, Affordable Checking Accounts

Ann Lyn Hall, Chief Executive Officer
Prosperity Works

Delma Madrigal, Economic Equity Director
Prosperity Works
• 20 year proven work in community
• Ending poverty and out-of-poverty high impact strategies
• Our mission is **economic prosperity for all New Mexicans**
• Purposeful partnership with financial institutions and non-profits throughout New Mexico in urban and rural areas.
• Assets stabilize families, increase agency, and strengthen communities.
Bank On National Account Standards = Comprehensive + Designed with Consumers in Mind

The CFE Fund’s Bank On National Account Standards provide local programs with a benchmark for account partnerships with financial institutions.

Safe
No overdraft, non-sufficient funds, or dormancy fees

Affordable
Monthly fees of $5 or less with a low minimum opening deposit

Functional
Pay bills, make deposits and withdrawals, and transfer money
58,380 HOUSEHOLDS in New Mexico are without a checking account or savings account.

Unbanked in New Mexico

- 12% Native Households
- 2% White Households
- 5% Other
- 2% Asian Households
- 9% Black Households
- 10% Hispanic/Latinx Households

7% of households in New Mexico are Unbanked

Bank On Certified Accounts available in 28 of 33 Counties and 36 Cities
The Bank On New Mexico Coalition is dedicated to helping improve the financial stability of households in our community by:

- ensuring **availability** of safe and affordable Bank On certified accounts,
- raising **public awareness** of these efforts and opportunities,
- and **expanding access** to financial education and other financial empowerment opportunities.

Bank On New Mexico partners across sectors to work to connect residents to banking products certified as meeting the Bank On National Account Standards.

**Request: $100,000 to continue expansion of Bank On accounts in New Mexico**

**Support in reaching financial institutions who do not have a Bank On certified account yet.**
Healthy Living – Food Insecurity and Wrap Around Services in Affordable Housing

Tess Mirabal, Director of Resident Services and Fundraising
Juan Lopez, Healthy Living Development Manager
Anna Martin, Healthy Living Gardens Manager
YES Housing, Inc.
YES Housing, Inc. (YES), was created in 1990 as a Nonprofit Community Development Corporation.

We were formed as a community-based organization to address the issues of substandard living environments; providing impetus to economic revitalization; working with community members and units of government to address housing and economic issues; and to be a self-supporting organization demonstrating self-sufficiency through our entrepreneurial efforts. Our desire is to be a partner in achieving transformational change in underserved communities.

Future Developments

YES Housing, Inc.’s mission is to build and revitalize communities with quality, affordable housing, accessible social services and a dedication to being positive agents for a change within the community.

Our goal is to provide opportunities for a better quality of life to disadvantaged and lower income families and seniors through the development of affordable housing and the revitalization of the communities we serve with economic development and social services.

YES has developed over 3,000 units of affordable housing throughout the Southwest and currently has an ownership interest in over 1,226 units.
What is Service Coordination at YES Housing?

YES Housing’s Service Coordinators are a valuable resource and important member of the management team in affordable housing communities, serving approximately 900 households annually. The role of the service coordinator is to link elderly, disabled and low-income families to supportive services and other community resources.

YES’ Service Coordinators:

- Assess service needs of residents and link them to the appropriate providers
- Facilitate programs and services for elderly such as health and wellness activities, benefit enrollment, mobile food pantry, nutrition education, caregiver support, transportation, estate planning, financial literacy, tax preparation and isolation prevention
- Facilitate programs and services for families such as financial literacy, education/employment assistance, health and wellness activities, CPR certification, supplemental food/clothing, tutoring, youth recreation and teen character building, fresh produce through on-site community gardens
- Develop a resource directory of local social service agencies and providers
- Advocate for adequate, timely, and cost-effective provision of services

Request of Funds:

YES Housing requests $50,000 to support our social service programs, including service coordination, community gardens, and healthy equity initiatives.
What is the Healthy Living Garden program at YES Housing?

Located on-site at the apartment buildings, YES community gardens provide a free, healthy, local, and organic source of fruits and vegetables for our residents. 90% of our resident base is low-income and/or precariously housed and most have limited access to healthy food choices, due to location or affordability. In our weekly garden and nutrition education programs, we meet with residents in the garden to plan, plant, maintain and harvest together as a community.

Impact of YES’ Community Gardens:

- Connections with the community and fellow residents
- Ownership and care for the environment through participation in the garden
- Use and enjoyment of social housing green space
- Development of skills, knowledge, and capacity
- Participation in education, training, activities, and employment opportunities
- Improved physical and mental health

How funding will be used:

- Garden tools & supplies for new garden sites
- New garden infrastructure (ex: irrigation, raised beds)
- Annual garden costs (ex: seeds, plants, supplies, maintenance of raised beds, garden & nutrition education workshop supplies)
- Other administrative costs, including supporting garden staff and volunteers

YES Housing has 7 community gardens located at affordable and senior housing complexes throughout New Mexico.

Saving Residents Money

As of 2023, Our gardens produce over 2,500 pounds of fresh fruit and vegetables annually, saving residents between $8,000 – $10,000 per year in food costs and providing an ongoing solution to our residents that are living with food scarcity/food insecurity issues.
What is Health Equity programming at YES Housing?

Offering real – life solutions to multi-generational systemic, institutional, social, and political health inequities. Low-income/working poor/working class communities of color have health impacts at a higher rates than middle- and upper-class communities. These at-risk populations have an increased risk of getting sick, having overall poor health, having worse outcomes when they do get sick; and lack of access to health care services.

Impact of YES’ Healthy Equity programs:

- Healthy Eating Programming/residents have access to healthy organic food and wrap-around nutrition and cooking classes (Food AS Medicine)
- Healthy Gardening Programming/residents grow/provide food for themselves and their Neighbors; participate in food sovereignty practices
  - Garden participants are able to have: increased social networks (social isolation prevention); increased mental health benefits; increased physical health benefits
- Resident and Community Vaccination program
  - Increases community and individual health through building immunity to common viruses via “herd immunity”

How funding will be used:

- Vaccination Incentive Program/Vaccinating Partner Costs
- Physical Fitness Trainer
- CPR/BLS Certification Training
- Cooking/Nutrition workshops
- Social/Community Events (Holiday meals, balloon fiesta viewing, and annual harvest festival)

Focuses on Food

Food sovereignty is the right for sufficient, healthy and culturally appropriate food to be available for all

Health Equity program cost saving example:

Chronic disease conditions such as Type 2 diabetes can, through exercise/increased physical activity and good eating/nutrition practices, reverse the condition and save as much as $35,000.00 annually by reduced medication, medical appointment, and or hospitalization costs.
Funder Response Forms—Your Interest and to Learn More

Evaluations—Your Input

Share Your Connections!
Community Conditions Survey

Does your organization work to help low- and moderate-income (LMI) populations? If so, the Kansas City Fed invites you to take part in the Community Conditions Survey.

What is it? It’s a twice-yearly (April and October) survey of organizations helping LMI populations. It tracks community conditions and informs monetary policy decisions and community development activities.

Learn more: www.KansasCityFed.org/communityconditions

Contact: Steven.Howland@kc.frb.org
Ariel Cisneros  
Ariel.Cisneros@kc.frb.org  
303-572-2601  
*Share Your Connections!*

Investment Connection Website:  
[https://www.kansascityfed.org/community/investmentconnection](https://www.kansascityfed.org/community/investmentconnection)

CRA OneSource Website:  
[https://www.kansascityfed.org/community/cdi/craonesource](https://www.kansascityfed.org/community/cdi/craonesource)
Thank you for participating in Investment Connection New Mexico!