New Mexico
May 12, 2022
Expansion of Investment Connection in 2019
Federal Reserve Banks of:
Atlanta
Cleveland
Dallas
Minneapolis
New York
Richmond
St. Louis
Puerto Rico
Funder Response Forms Evaluations
Barelas Regeneration Initiative
Mike Loftin, Chief Executive Officer
Johanna Gilligan, Senior Director, Community Development
Homewise Inc.
Economic Impacts

Seeking $1MM+ in impact investment & $500K in project subsidy

Investments in high quality early childhood education can generate up to $7.30 per dollar invested.

The Koala Children’s Academy will create 60 new daycare slots, and up to 50% will be free to low-income families.

Shared infrastructure, such as commissary kitchens, are a great investment to help local businesses launch.

The Barelas Central Kitchen will provide space for up to 30 food businesses to launch and grow by providing affordable kitchen space and training.

COVID-19 has been punishing, especially to restaurants and food services. The New Mexico Restaurant Association estimates we may lose one-third of restaurants.

In New Mexico, 60% fewer small businesses in the leisure and hospitality sector were open this January compared with a year prior.

Note: The percentages reflect nonworking adults with children excluding those who are retired or not interested in working. Source: U.S. Census Bureau, Household Pulse Survey (Week 13: July 16–July 21, 2020).
Workforce Development: Community Integrated Employment and Digital Inclusion for Adults with Disabilities

Nanette Martinez, Director of Adult Services
Las Cumbres Community Services, Inc.
Workforce Development and Digital Inclusion for Adults with Intellectual and Developmental Disabilities (IDD)

Las Cumbres Community Services first began with Adult Services programming in 1970 which served as the backbone for many of the agency's growing services

Until COVID-19 – When everything changed especially for Community Integrated Employment Opportunities

Current Needs Include Expansion of Partnerships and Access to Digital Technology
Adult Services Employment Program
Vision Moving Forward
Enhance infrastructure to better reach our clients using more effective resources

Goals include:

- Increase provision of services to expand our employment base and staff support
- Reach more potential employment partners
- Access for clients and staff to iPads and laptop and acquisition of Avail software
- Provision of additional training for clients and staff
- Increased independence, interpersonal relationships and participation in community life
Collaborative Partnerships with Funders Will Help to Promise Growth

- Digital software available to offer enhanced self-reliance to adults with IDD to meet job requirements and build skill development
- Provision of new tools and increased ability for clients to grow within a career
- Salary assistance for development specialists, job trainers, and direct support personnel
- Requesting financial assistance in the amount of $150,000
An Entrepreneur’s Guide to Conquering the Impact of COVID-19 on Small Businesses

George Kenefic, Director of Enterprise
New Mexico Community Development Loan Fund, Inc.
New Mexico Community Development Loan Fund

To provide loans and assistance to improve the economic and social conditions of New Mexicans

In our 32 years of operations, we have made 2,061 loans to small and micro-businesses throughout New Mexico, 11,761 jobs created or preserved, and are closing in on 400 active loans in 2022.

• In the aftermath of the COVID-19 pandemic our Technical Assistance (TA) has provided further insight into the situation our clients’ businesses are in as they face up to the current challenges.

• Through our TA program we are developing this guide to offer guidance to distressed entrepreneurs, to help them decide what steps to take in their businesses to improve their situation.

• We expect our effort will have to continue evolving to address those challenges because we expect the disruptive effects to linger for years to come.
New Mexico Community Development Loan Fund

• WHAT
Pervasive and persistent disruption more pronounced than the Great Recession, possibly even the 2008 events. Questioning enterprise viability faced with market uncertainty and changes in customer habits, an existential threat that’s causing distress and confusion.

• WHO
Our audience is any established small business or microbusiness that is distressed, confused and disoriented by the market’s turn of events.

• OUR RESPONSE
New Mexico Community Development Loan Fund

• WHAT IT LOOKS LIKE
  A professionally produced 5-part webinar series, each webinar topic providing 4-5 podcasts in English, which will be translated to Spanish, for a total of 50 podcasts.
  Promoted through our website, viewer access and distribution through YouTube.

• OUR ASK  $60,000 = 1 “season” of the program

• EXPECTED OUTCOME
  Aiding in the adaptation and repositioning of distressed small and micro-businesses so they may prosper in these uncertain times.

Additional information: George Kenefic, Director of Enterprise  george@loanfund.org
Fathers Building Futures
Serena Sierra-Fazio, Director of Program Services
Fathers Building Futures
A True Second Chance

- Our mission is “to ensure parents and families experiencing barriers from incarceration receive the best opportunities for stability — emotionally, socially, and financially.”

- We serve fathers leaving incarceration with peer mentors and community case workers

- Our work training program is the only one of its kind in the state of New Mexico

- We focus on sustainable and high wage employment because it is the leading indicator of success after incarceration
Pathway to Careers

- On the job training and work skills development within our workshop
- Parenting, Financial Literacy, and Soft Skills Classes
- Peer to peer mentorship throughout and after our program
- Work certifications and job placement

Employment Partners:
Catholic Charities, All-Out Plumbing, NM Contractors Association, Tyson Meats, National Roofers, Iron Steel Workers, Affordable Solar, Louie & Sons Plumbing, Paradise Power/Solar, Sacred Winds Communication, Roadrunner Food Bank, and Central New Mexico Community College
In New Mexico, recidivism costs the state $260 million each year.

That amount translates to the state paying $45,000 per inmate.

At $45,000 a year for 30 clients that Fathers Building Futures prevents from recidivating, Kansas City Federal’s $100,000 investment saves New Mexico communities $1.35 million.

<table>
<thead>
<tr>
<th>Funds Requested</th>
<th>$100,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries- Existing/New Employees</td>
<td>$25,000</td>
</tr>
<tr>
<td>Client Wages &amp; Materials</td>
<td>$75,000</td>
</tr>
</tbody>
</table>

Success

Since our establishment in 2012, 88% of Fathers Building Futures clients have completed our program totaling over 400 graduates.
Youth Workforce Development and Conservation Program

Ben Thomas, Executive Director

Rocky Mountain Youth Corps
Funding request: $10,000
Investment/Grant

Now accepting application
2022 Summer season

Work Safe. Take Pride. Make a Difference

www.youthcorps.org
Closing the Wealth Gap
Ann Lyn Hall, Chief Executive Officer
Prosperity Works
Prosperity Works – Closing the Wealth Gap

- 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.
Individual Development Accounts

- Matched savings accounts for low-income people
- Sustained savings over time combined with financial capability training & an asset plan
- Coaching to support goal attainment
- Eligible savings goals: home ownership, home repair, capitalize a small business, higher education, & purchase vehicle to get to work

Results = relationship with financial institution and long term savings habits developed

Request: $100,000 grant for matching funds
Impact

Research from Urban Institute about our work using randomized, control study found:

- 52% increase in homeownership rates
- 53% increase in business ownership rates
- 25% reduction in the number of financial hardships related to utilities, housing or health
- 47% decline in the use of alternative check-cashing services
- Helps families get out of poverty in 18 months

We believe that direct, high-impact investments in hard-working, committed individuals and families are the best investment you can make.
**New Mexico Broadband Collective**
Danielle Lajoie, Senior Program Coordinator
Groundworks
Kimball Sekaquaptewa, Chief Technology Director
Santa Fe Indian School
The Collective centers the needs of rural and Native American communities in New Mexico in which the poverty rate is 19.6% (USDA Economic Research Service) and 31% (New Mexico Voices for Children) respectively.

A CALL TO ACTION: PARTNERING WITH THE NM BROADBAND COLLECTIVE THROUGH A $250,000 GRANT TO SUPPORT BROADBAND ACCESS AND DIGITAL EQUITY IN NEW MEXICO

ALL new Mexicans cannot enjoy equitable health, educational, economic and environmental outcomes while more than 1 in 5 don’t have affordable broadband.
THE OTHER DIGITAL DIVIDE

Many NM Tribal, Rural, Lower-Income and Communities of Color Lack Resources to Complete Steps Necessary to Access Federal and State Funding:

- Establishing leadership
- Building a community movement
- Assessing circumstances, assets and alternative solutions
- Completing feasibility studies
- Developing strategic broadband plans
- Creating network design or engineering plans

GAPS THAT PHILANTHROPY, SOCIAL SECTOR AND FINANCIAL SECTOR CAN FILL

According to State of New Mexico and Congressional Delegation Representatives, Philanthropy Can Best Help By:

- Supporting technical assistance
- Helping communities apply for and secure federal funds (specifically, grantwriters and matching funds)
- Supporting regional and collaborative efforts to take hold and flourish
- Facilitating coalition building, consensus-building and inclusion of community voices in policy
- Integration of digital inclusion plans in local and statewide economic development efforts
NM BROADBAND COLLECTIVE SOLUTIONS

Broadband Equity Fund
- Managed by New Mexico Foundation
- Grants up to $75,000
- Non-profit Organization, Pueblo / Tribe / Nation, County, City / Town
- Support community & regional efforts to develop collaboration and complete steps to compete for federal and state funding

Technical Assistance and Grantwriting Fund
- Managed by Groundworks New Mexico
- Provide funding and access to consultants and grantwriters to support prioritized hard-to-connect communities
- Address gaps in capacity, especially in smaller and most rural communities
Down Payment Assistance for Low-Income Homeownership

Doug Champlin, Executive Director
Heidi Byrd, Development and Communications Director
Greater Albuquerque Habitat for Humanity
Greater Albuquerque Habitat for Humanity

Vision: A world where everyone has a decent place to live.

Mission: Seeking to put God’s love into action, Habitat for Humanity brings people together to build homes, communities and hope.
Who we Serve, and Why is Down Payment Asst. Important?

- We serve the 30% - 60% Area median income range families
- Typically, do not have large down payment on their own
- Habitat / Habitat Homeowners in partnership for long term
- Help's new homeowners stay within the Affordability Target Range
- Help's provide growth area for future increases in taxes & Insurance

Challenges Facing Affordable Housing Initiatives

- Availability of Land (Developed)
- Higher Land Cost
- Increasing utility infrastructure cost.
- Increasing Home Const. Mat'ls. Cost

Higher Cost of Housing

Request of Funds

- $5K to $7K Down Payment assistance Per Home, for 7 Houses on Clifton/Williams Project. (6/22 – 12/23)
- Total Request of Funds - $35K - $49K

Greater Albuquerque Habitat for Humanity

Through shelter we empower.
Greater Albuquerque Habitat for Humanity

Financial Impact of Owning a Habitat Home

- Worried about a large unexpected bill
- Better employment since living in a Habitat home
- No problem paying bills on time
- Better financial security since living in a Habitat home
- Ability to save money as a Habitat Homeowner
- My family is more self efficient since living in a Habitat home
- Home ownership would not have been possible without Habitat

Average Income of Habitat Homeowners

- Less than $20,000
- $20,000-$34,999
- $35,000-$49,999

My family is more self efficient since living in a Habitat home

Ability to save money as a Habitat Homeowner

Better employment since living in a Habitat home

No problem paying bills on time

Worried about a large unexpected bill

Better financial security since living in a Habitat home

Home ownership would not have been possible without Habitat

Financial Impact of Owning a Habitat Home
Funder Response Forms
Evaluations
Share Your Connections!
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
Thank you for participating in Investment Connection New Mexico!