

FY2022

# NEW MEXICO ECONOMIC DEVELOPMENT TRIBAL REPORT



# EDD

ECONOMIC DEVELOPMENT DEPARTMENT

**The New Mexico Economic Development Department (EDD) celebrates and recognizes the wisdom, creativity, resilience, and diversity of the Indigenous People of this state.**

**By virtue of working statewide, EDD regularly visits, works with, and speaks on the traditional homelands of the Native People of this region.**

**The department stands in solidarity with the sovereign Indian Nations and Tribal Communities of New Mexico. We understand, respect, and honor the principles of sovereignty and self-determination, and we commit to supporting indigenous-led solutions, businesses, organizations, and initiatives throughout New Mexico.**

**We honor the past, present, and future of New Mexico's Native people and thank the Pueblos, Tribes, and Nations for their ongoing collaboration.**

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# Carrying Out The Mission

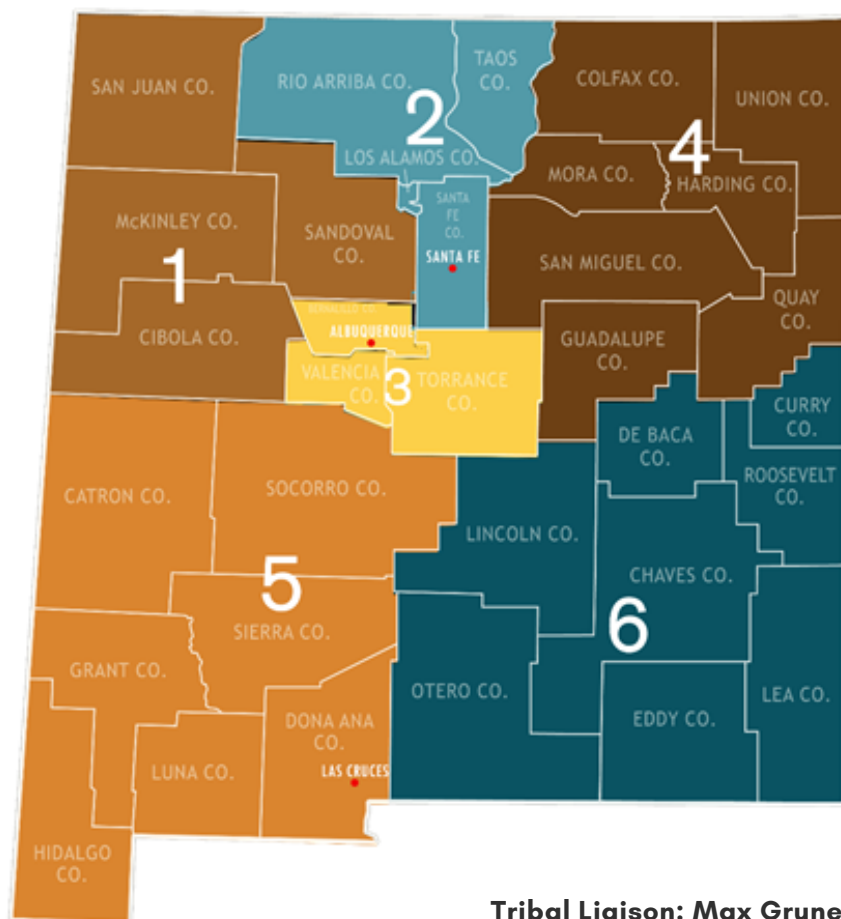
The mission of EDD is to *improve the lives of New Mexicans by creating economic opportunities and a place for businesses to thrive*. We focus on wealth creation through better job opportunities, with an emphasis on nine target industry sectors, identified by Gov. Michelle Lujan Grisham, to grow and diversify the state's economy: aerospace, biosciences, cybersecurity, film and TV, global trade/foreign direct investment, intelligent manufacturing, outdoor recreation, renewable energy, and value-added agriculture.

EDD creates economic opportunities through its programs:

Programs	Program Initiatives
Local Economic Development Act (LEDA)	<ul style="list-style-type: none"><li>• Job creation fund</li><li>• Rural infrastructure fund</li></ul>
Job Training Incentive Program (JTIP)	<ul style="list-style-type: none"><li>• New FTEs and interns</li><li>• Step Up program</li></ul>
New Mexico MainStreet (NMMS)	<ul style="list-style-type: none"><li>• Capital outlay investments</li><li>• Arts &amp; Cultural Districts</li><li>• Historic Theaters Initiative</li><li>• Frontier &amp; Native Communities Initiative</li><li>• Urban Neighborhood Commercial Corridor Initiative</li></ul>
Community, Business, & Rural Development (CBRD)	<ul style="list-style-type: none"><li>• LEADS grants</li><li>• BRE programs (Business Retention &amp; Expansion)</li><li>• Business incubators, accelerators &amp; other entrepreneurship programs</li></ul>
Finance Development	<ul style="list-style-type: none"><li>• FUNDIT</li><li>• Collateral Assistance Program (CAP)</li></ul>
International Trade	<ul style="list-style-type: none"><li>• Trade shows and missions</li><li>• Taipei Office</li></ul>
Office of Science & Technology	<ul style="list-style-type: none"><li>• Technology Research Collaborative (TRC)</li><li>• N.M. SBIR Grants</li><li>• Science &amp; Technology Business Start-Up Grants</li></ul>
Outdoor Recreation Division (ORD)	<ul style="list-style-type: none"><li>• Business accelerator grants</li><li>• Outdoor Equity Fund</li><li>• New Mexico Trails+ grants</li></ul>
New Mexico Film Office (NMFO)	<ul style="list-style-type: none"><li>• Film Liaisons</li><li>• Film Crew Advancement Program (FCAP)</li></ul>
JEDI Office (Justice, Equity, Diversity, and Inclusion)	Assists minority-owned businesses in gaining awareness of, and access to, resources to help them grow

# Community, Business, and Rural Development Specialists

The Community, Business and Rural Development Specialists, also referred to as Regional Representatives, assist communities in taking advantage of the programs and services listed on page 4.



## Tribal Liaison: Max Gruner

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The agency policy promoting state-tribal relations defines how tribal communities become aware of, and have access to, EDD programs:

*In accordance with the State-Tribal Collaboration Act (STCA), EDD's policy to promote and assist Native American entities by utilizing the Regional Representatives. The representative who has Native American tribes within his or her service area will assist with economic development projects and initiatives and then report to EDD's Tribal Liaison. The Tribal Liaison will communicate with the Cabinet Secretary through the proper chain of command. The Regional Representative will also consult with other EDD divisions about their programs to determine how best to assist with a Tribal project.*

## CBRD Team Leader: Jennifer Myers

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## Key Programs

Both the Local Economic Development Act and the Job Training Incentive Program are key to assisting expanding businesses that create new jobs and invest in their communities. These programs are also used as incentives to attract economic-base companies to New Mexico. Economic-base companies bring dollars into the state from outside, and these dollars in turn benefit local service and retail businesses.

### LEDA

Under the [Local Economic Development Act](#) (LEDA) (5-10-1 to 5-10-13 NMSA 1978), EDD is granted authority to administer grants to local governments (municipality and/or county); to assist expanding or relocating qualified entities/businesses that will stimulate economic development and produce public benefits pursuant to LEDA. All grants are funded on a strictly reimbursement basis.

EDD targets economic development projects that comply with all legal facets of LEDA. Additional consideration is given to projects that demonstrate:

- Significant community impact and support
- Rural and underserved areas of New Mexico
- Increased wages and job creation
- Significant new capital investment
- Environmentally sustainable outcomes

**The LEDA process is described on page 7.**



During the 2020 Legislative Session a change was made to LEDA creating the **Rural Infrastructure Fund**. These changes allow the state to invest in improvements to publicly-owned industrial properties in order to attract business development. The City of Moriarty Airport was the first recipient this grant, receiving \$283,000 to improve a waterline. The airport has over 75 hangars that support the aviation industry. There are a total of five recipients to date: airports in Moriarty, Clovis, and Taos and industrial parks in McKinley and San Juan Counties.

### JTIP

The [Job Training Incentive Program](#) (JTIP) funds classroom and on-the-job training for newly created jobs in expanding or relocating businesses for up to six months. The program reimburses 50 to 75 percent of employee wages. The [JTIP Step Up Program](#) serves incumbent employees by reimbursing employers up to 75% of training costs, or a maximum of \$2,500 per employee.

Businesses can determine if they qualify for JTIP by filling out the [eligibility questionnaire](#).

# LEDA Process



## **JEDI Office (Justice, Equity, Diversity, and Inclusion)**

EDD established an office dedicated to ensuring the delivery of our programs and services to minority and underserved businesses and communities. The JEDI Office will have a staff of two once hiring is completed.

## **Community, Business, and Rural Development (CBRD)**

Utilizing a 2020 amendment to the LEDA statute that allows for strategic investments into infrastructure expansion on publicly owned business parks in rural parts of the state to expand economic security more evenly across New Mexico, two projects were approved for a total of over \$3 million in LEDA grants for shovel-ready infrastructure improvement projects to support economic development on Tribal land.

Taos Pueblo was approved for a grant in the amount of \$2,497,016 to build out essential infrastructure to support the Taos Pueblo Heritage Center and Economic Hub. A master plan envisions the property as a gateway to the historic community with a farmer's market, restaurants, arts and crafts plaza, and two hotels. The design includes outdoor patios and garden spaces that will showcase Taos Pueblo art and agriculture.

Fort Sill Apache was approved for \$596,359 to support infrastructure development, expanding a convenience store and restaurant into a full-service truck stop along the Interstate 10 corridor near Deming.

Working jointly with Tamaya Ventures, EDD is collaborating with eligible Pueblos to form a consortium to establish a first-of-its-kind Pueblo Investment Fund in the state. Seeded with money granted from the SSBCI Tribal Allocation through the US Treasury, the Pueblo Fund will be a unique mechanism by which participating Pueblos will be able to invest in companies in an effort to catalyze economic growth to support their communities.



## **New Mexico Film Office (NMFO)**

The Film Production Tax Credit includes a 5 percent uplift for productions filming in rural areas. [NMFO](#) and the Tribal Liaison are working to showcase more Tribal lands and enroll more Film Liaisons from Tribal organizations. Productions spent \$855 million in New Mexico in FY2022, and work continues to see more direct spend on Tribal lands.

The Film Office launched a screenwriter incubator program with targeted outreach to Tribal screenwriters to gain their participation.

EDD received \$40 million in the 2022 Legislative Session to establish a Next Generation Media Academy to train more New Mexicans for work in the film and television industry. The Tribal Liaison is making Tribes aware of the Academy, recruiting Native students, and addressing issues of tuition assistance and cost-of-living stipends. NMFO is organizing a screening of films made by Native filmmakers who received support from the Senator John Pinto Memorial Fund awards.

## Outdoor Recreation Division

Created by Gov. Michelle Lujan Grisham in April 2019, [ORD](#) works to grow the state's outdoor recreation economy, which supports 35,000+ jobs and \$1.2 billion in income, primarily in rural areas.

ORD is working with five Pueblos, Jemez, Santa Ana, Santa Clara, Taos, and Zia, to protect the water quality of 120 miles of New Mexico rivers via an Outstanding National Resource Waters petition.

The Division has invested \$898,337 from the Outdoor Equity Fund in 57 programs that will get approximately 22,000 youth outside. Eleven percent of the program funds will benefit Tribal youth.

ORD invested \$506,000 through the Trails+ grant program in 25 shovel-ready projects across the state. Two awarded projects are on Tribal lands – Ramah Navajo Chapter and Zuni Pueblo.

The Trails+ grant program also provided \$13,039 to Santa Clara Pueblo for river restoration and an outdoor recreation project.



## New Mexico MainStreet (NMMS)



[NMMS](#) provided over \$60,000 in technical assistance to six Native American Communities:

- Laguna Pueblo
- Zuni Pueblo
- Pueblo of Pojoaque
- Picuris Pueblo
- Santo Domingo Pueblo
- Ojo Encino Chapter, Navajo Nation

MainStreet is also assisting Zuni Pueblo and Ojo Encino apply for funding from the New Mexico Resiliency Alliance, NMMS' nonprofit funding partner.

The Tribal Liaison continues to connect Tribes with opportunities through MainStreet's Frontier & Native American Communities Initiative.





# Acknowledgments

**Max Gruner** serves EDD in the role of **Tribal Liaison and Statewide Tribal Coordinator**. Max has a background in health and human services, education, and community development. Having worked with and in Native communities from Alaska to the East Coast, Max is thrilled to return to New Mexico to support Tribal economic and community development efforts by leveraging the experience and resources of the Economic Development Department in collaboration with the Pueblos, Tribes, and Nations.

*"As we continue our joint work with a lens on equity and inclusion, identifying opportunities for collaboration to grow economic development prospects that are grounded in self-determination and tribal sovereignty will be my priority and I look forward to the work ahead."* - Max Gruner



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