



## RDC Written Progress Report to Los Alamos County Year 3 – Q4 (April - June, 2024)

### Overview

This report provides an overview of the tasks, services, and outcomes completed in the fourth quarter of the third year of the seven-year agreement between the Regional Development Corporation (RDC), a private non-profit 501c3 economic development organization, and Los Alamos County (LA County). The agreement covers a service area that includes Taos, Rio Arriba, Los Alamos, and Santa Fe counties (Four-County Service Area).

After the Regional Economic Development Initiative (RED) Plan Update was introduced to the community at the 2024 REDI Summit in March, the RDC took the input gathered from the working groups during the Summit and revised The Plan Update based on that input. Monthly community events are planned around the region beginning in August to recognize community champions, highlight regional businesses, and educate on the importance of economic development activities. Importantly, these events will also provide for the continuation of the working groups on the main themes of The Plan: Business Development, Workforce, Housing, Regional Collaboration, Climate Change and Renewables, and Broadband.

This quarter, the RDC:

- ✓ Held a Business Resource event in **Red River** and in-person grant information sessions in **Taos, Santa Fe, and Jemez Springs**.
- ✓ Invested extensive time and effort in **community outreach efforts to the Pueblos** in the region.
- ✓ Awarded a total of \$149,569 in Micro-Grants to 58 small businesses; **\$109,087 and 43 of those Micro-Grant awards** went to businesses in the 4-County Service Area.
- ✓ The RDC's Executive Director **led monthly Economic Development Organization (EDO) Roundtables** in April and May. Participants included City of Santa Fe, Santa Fe County, Los Alamos County, Rio Arriba County, Taos County, Town of Red River and Town of Questa. Other partner organizations have expressed interest in participating.
- ✓ Attended the April Los Alamos Chamber of Commerce breakfast and announced a **\$20,000 sponsorship to the SALA Event Center in Los Alamos** for the important role they play and their community commitment to Los Alamos.

- ✓ The RDC began discussions with Miles Conway, Executive Director of the Northern NM Builders Association, to identify ways that his association of 300 building contractors and the **Workforce Integration Network's (WIN)** 40+ contractors can **collaborate to enable WIN's successful workforce development initiatives to be sustained and grow** after the grant period ends in October 2025.
- ✓ Submitted a proposal and were invited to **pitch to potential investors at the Investment Connection.**

## **Quarterly Progress Summary by Agreement Category**

### **Regional Strategic Plan Update, Strategy Implementation, and Summit**

- After unveiling the Regional Strategic Initiative (REDI) Plan Update at the opening of the 2024 REDI Summit on March 5<sup>th</sup>, nearly 200 people participated in working group breakout sessions for Regional Collaboration, Housing, Business Development, Workforce, Climate Change and Renewables, and Broadband– the key themes in The Plan Update. This quarter the RDC put together an action plan for reconvening these working groups on a monthly basis through the end of the year.

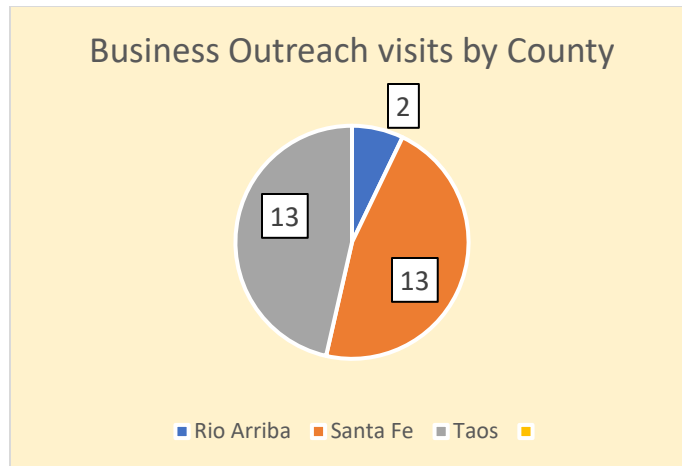
### **Economic Development Organization (EDO) Training**

- In order to further determine community and Economic Development Organization (EDO) training needs, monthly roundtable meetings, led by RDC Executive Director, Patrick Vanderpool, continued in April and May. Nine economic developers have participated and others are requesting invitations.

### **Business Retention & Expansion**

*The RDC's Business Retention and Expansion Program consists of four components: 1) Outreach/Site Visits to regional businesses, 2) Direct Investments (grants and a no-interest loans that are awarded in an annual, competitive process), 3) Workshops on topics of interest to regional businesses, and 4) PROs for the region.*

- **BR&E Visits**
  - ✓ RDC Interacted with **28 companies** on business issues in the four-county service area; 22 interactions were in-person meetings, 6 were phone meetings.



- **Direct Investments (grants and no-interest loans)**

- ✓ The **RDC's Micro-Grant program** opened for applications on April 3<sup>rd</sup> and closed on May 3<sup>rd</sup>. Online information sessions were held on April 14<sup>th</sup> and 17<sup>th</sup>. This year's flyer, information session, and the application were also **offered in Spanish**.

**MICRO Grant RDC**

**HAGA CRECER SU NEGOCIO**  
**UN POCO DE FINANCIACIÓN PUEDE DAR GRANDES RESULTADOS**  
**>>> SUBSIDIOS DE HASTA \$3,000 OTORGADOS DE MANERA COMPETITIVA**  
**PERIODO DE SOLICITUD: 3 DE ABRIL-3 DE MAYO DE 2024**

**ELEGIBILIDAD:**

- Negocios con fines de lucro
- Con sede en los condados de Los Alamos, Mora, Rio Arriba, Northern Sandoval, San Miguel, Santa Fe o Taos
- Operar durante al menos 6 meses a partir de la fecha de apertura de la solicitud
- Licencia comercial, número CRS y cuenta bancaria comercial

**INFORMACIÓN NECESARIA:**

- Sesión informativa (altamente recomendada):  
 16 de abril, 11:00 am-mediodía: En línea  
 17 de abril, 5:30-6:30 pm: Solo español, en línea
- Detalles: [www.rdcnm.org/microgrant-fund](http://www.rdcnm.org/microgrant-fund)
- Registro: [www.rdcnm.org/events-1](http://www.rdcnm.org/events-1)

**REGIONAL DEVELOPMENT CORPORATION**  
[www.rdcnm.org](http://www.rdcnm.org)  
 Building Economic Futures in Northern New Mexico

**CITY OF SANTA FE ECONOMIC DEVELOPMENT**

**TRIADA**  
 ECONOMIC DEVELOPMENT

**LOS ALAMOS**  
 ECONOMIC DEVELOPMENT

**MEP**  
 ECONOMIC DEVELOPMENT

**THE FORD CENTER FOR ENTREPRENEURSHIP**  
 ECONOMIC DEVELOPMENT

**MICRO Grant RDC**

**GROW YOUR BUSINESS**  
**SMALL-SCALE FUNDING CAN BRING BIG RESULTS**  
**>>> GRANTS UP TO \$3,000 MADE ON A COMPETITIVE BASIS**  
**APPLICATION PERIOD: APRIL 3-MAY 3, 2024**

**ELIGIBILITY:**

- For-profit business
- Headquartered in either Los Alamos, Mora, Rio Arriba, Northern Sandoval, San Miguel, Santa Fe, or Taos County
- In business for at least 6 months from opening date of the application
- Business license, CRS# and Business-only bank account

**NEED TO KNOW INFO:**

- Information Session (Highly Recommended):  
 April 16, 11:00 am-NOON: Online  
 April 17, 5:30-6:30 pm: Spanish only, Online
- Details: [www.rdcnm.org/microgrant-fund](http://www.rdcnm.org/microgrant-fund)
- Registration: [www.rdcnm.org/events-1](http://www.rdcnm.org/events-1)

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**CITY OF SANTA FE ECONOMIC DEVELOPMENT**

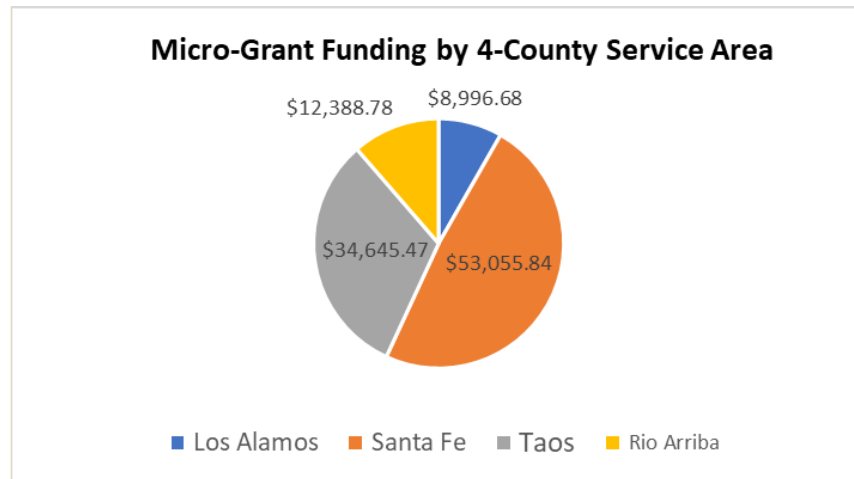
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- ✓ Of the 161 Micro-Grant applications received, **43 of the 58 businesses awarded** were located in the **4-County Service Area** for a total award amount of **\$109,087**.



- ✓ **The Tribal Economic Diversity Grant (awarded in fall of 2023) results** were compiled this quarter. Here are a few of the impact statements from Tribal grantees:

*“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! All of the staff have been really welcoming and professional in their approach with the clients. This welcoming and positive atmosphere has given me confidence in pursuing and achieving my endeavor. “*

**Taos Pueblo entrepreneur – Kevin Cordova, Whitefeather Cultural Tours**

*“I would like to express my gratitude for awarding me this grant. It has been a huge help in growing my business and growing my artistic skills. Since I have acquired these tools, I have been able to teach my son how to use them. He is now learning the trade and has been helping me in the creative process. I am very happy that I can pass this knowledge along to him. Growing and building community through my artwork has been one of the most healing things in my life. It's an amazing feeling when I am able to make a connection with someone and know that one of my pieces is bringing joy and positivity into their life. I can't do a lot to change the pain and injustices happening in the world. But through my artwork I am able to plant seeds of positivity, love and kindness. Thank you for helping me achieve that.”*

**Santa Clara Pueblo entrepreneur – Daris Padilla, Lightning and Fire Jewelry**

- **RDC Sponsorships and Sponsored Events**
  - ✓ Provided 18-month funding sponsorship of \$20,000 to the SALA Event Center Event Center in Los Alamos.

- **PROs**

- ✓ RDC Executive Director is on the Board of the New Mexico Partnership and is working with them to evaluate PROs for regional projects going forward. These PROs will be discussed in the monthly EDO roundtable sessions with regional economic developers.

## **Human Capital Initiatives**

- **Skilled Trades - Workforce Integration Network (WIN) Project**

*The WIN project's goal is to build a qualified Northern New Mexico workforce in the construction and skilled trades area by streamlining and aligning academic and non-academic training programs and services. As a sub-recipient to the 3-year \$6.4 M Good Jobs Challenge grant awarded to NCNMEDD, the RDC is responsible for developing the skilled trades pipeline in Northern New Mexico.*

Work completed this quarter includes:

The RDC held discussions with Miles Conway, Executive Director of the Northern NM Builders Association, to identify ways that his association of 300 building contractors and WIN's 40+ contractors can collaborate to enable WIN's successful workforce development initiatives to be sustained and grow after the grant period ends in October 2025. These include:

- ✓ Networks of contractors, educators, community leaders, and support service providers who meet monthly in county "Community Action Teams" to promote Trades careers and create direct pathways into high paying jobs across the region.
- ✓ Continuing to deploy the WIN Mobile Training Unit across the region to provide paid construction job-readiness training in partnership with the Dept of Workforce Solutions.
- ✓ Educating employers about available resources for business growth, retention and financial support for staff development via on-the-job training.
- ✓ Maintaining WIN Connect childcare, transportation, and mentoring support that enables jobseekers to complete qualifications for employment in high paying positions.

- **Higher Education Workforce Project**

*The RDC works with four regional organizations and institutions of higher education in the REDI service area to create "clear, coherent and structured educational experiences" for students pursuing relevant certificates and/or degree programs that will successfully lead to careers in the region.*

This quarter the RDC began conversations with the colleges about funding support for their proposed projects next fall; funding agreements will be completed this quarter. The table below shows the need, the solution, and the outcomes of these proposed projects.

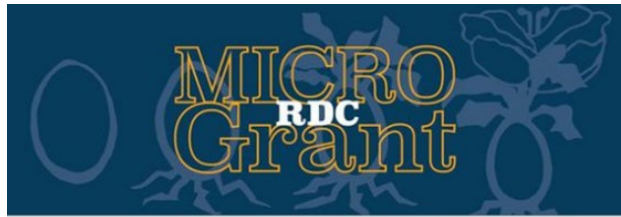
Institution	Funding Amount	Project Overview
Taos Pueblo Recovery Works!	\$15,000	<b>Need:</b> Support for people in recovery. <b>Solution:</b> Cultivate wellness in the Taos community in mind, body, spirit and tradition. <b>Outcomes:</b> Provide paid internships so those in the program can learn new skills while earning a paycheck.
Santa Fe Community College	\$60,000	<b>Need:</b> Students need paid real-world workforce experience and mentors. <b>Solution:</b> Structured curriculum that provides workforce development through training, education, and real-world paid internships. <b>Outcomes:</b> 25- 30 paid internships with tracking of the percentage offered paid positions after completion
University of NM – Los Alamos	\$26,000	<b>Need:</b> More certified EMT's in the region. <b>Solution:</b> Hiring a qualified instructor will be redevelop and market the EMT certification program. <b>Funding for:</b> Partial cost of hiring instructor at a competitive salary and create the necessary clinical placement.
<b>TOTAL RDC Funding (4-County Region)</b>	<b>\$101,000</b>	

### Small Business and Financial Services

- The RDC presented at the Los Alamos Chamber of Commerce Business Breakfast on April 11. During that presentation, the RDC discussed economic development work in the region, **honored Ryn Herman** for her work for the Los Alamos Chamber, and announced a **\$20,000 sponsorship to the SALA Event Center** for the importance of their work as a “Community Hero”.



- The RDC facilitated an in-person **Micro-Grant information session in Jemez Springs** on April 24<sup>th</sup> , and an online Micro-Grant Information session on April 16<sup>th</sup>.



**JEMEZ VALLEY BUSINESSES**  
**GROW YOUR BUSINESS**  
**RDC MICRO-GRANTS UP TO**  
**\$3,000 CAN BRING BIG RESULTS**  
**APPLICATION PERIOD: APRIL 3-MAY 3, 2024**

**INFORMATION SESSION:**  
**WEDNESDAY, APRIL 24, 5:30-7:00 PM**  
**THE ROSE CENTER**  
**8372 HIGHWAY 4, JEMEZ PUEBLO**

The Regional Development Corporation (RDC) is dedicated to improving economic development in Northern New Mexico. Our Micro-Grant Fund helps for-profit businesses grow, diversify, sustain or increase revenue and create job opportunities.



[www.rdcnm.org](http://www.rdcnm.org)  
Building Economic Futures in Northern New Mexico



INVESTORS



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