

RDC Written Progress Report to Los Alamos County Year 3 – Q3 (January - March, 2024)

Overview

This report provides an overview of the tasks, services, and outcomes completed in the third 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).

The Executive Directors of the RDC and North Central New Mexico Economic Development District (NCNMEDD) made a presentation on the Regional Economic Development Initiative (REDI) Strategic Plan Update to the Los Alamos County Council last quarter. The Council approved support for The Plan Update. Los Alamos County, the RDC, and NCNMEDD all agreed to proceed with meetings with regional community leaders. This quarter The Plan Update was introduced to politicians, community leaders, businesses, and economic development and other regional organizations at the annual REDI Summit on March 5th.

In addition, this quarter the RDC redefined its areas of focus to include: Business Retention and Expansion, Workforce Development, Capacity-Building, and Partnerships and Professional Services.

This quarter, the RDC:

- ✓ **The REDI Summit** was held on March 5th to unveil the **REDI Strategic Plan Update** and gather and compile input from working groups of participants on the major themes of the Plan: Regional Collaboration, Workforce, Business Development, Climate Change & Renewables, and Housing.
- ✓ Sent the final **report/survey questionnaire to 2023 Tribal Grant awardees**. Resulting metrics are in the process of being compiled and will be reported next quarter.
- ✓ Provided 12-month **funding sponsorships to the Taos and Espanola Valley Chamber of Commerce**.
- ✓ Held three **RDC Technology and Manufacturing Fund Information Sessions** to assist technology and manufacturing businesses to put in the best possible application for our annual no-interest loan application process and funding of up to \$20,000.
- ✓ The RDC's Executive Director led two monthly **Economic Development Organization (EDO) Roundtables** this quarter. 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, in addition to some other partner organizations.
- ✓ **Submitted a concept paper to the Department of Energy/Office of Environmental Management (DOE/EM) for a community capacity-building grant**. The concept paper was submitted in January and word came in late March that the RDC was invited to submit a full proposal. Based on a partnership between RDC and San Ildefonso Pueblo, the proposed project

provides funding for basic permitting, infrastructure, and workforce development for housing and renewable energy projects on the Pueblo.

- ✓ Grew the number of construction trades employers in the **Workforce Integration Network (WIN)** from 14 to 29 this quarter. The WIN/Union 412 Mobile Training Unit conducted three-week job-readiness training programs in Espanola and Las Vegas, certifying **15 students who are now employed with area contractors**.
- ✓ **Hired three new RDC employees** to work on Workforce, Capacity Building, and Resource Coordination for businesses and communities.

Progress Summary by Agreement Category

Quarterly Progress Summary by Agreement Category

Regional Strategic Plan Update, Strategy Implementation, and Summit

- The Regional Strategic Plan Update was unveiled at the 2024 REDI Summit on March 5th. Nearly 200 people participated in working groups during breakout sessions for Regional Collaboration, Business Development, Workforce, Climate Change and Renewables – the key themes in The Plan update. Participants chose what they considered to be the most important project under their working group and lively discussions ensued. Many participants enthusiastically agreed to continue meeting with their group after the Summit.
- The RDC and NCMEDD are compiling the information gathered at the Summit and specific strategies to address the key theme areas will be developed next quarter.

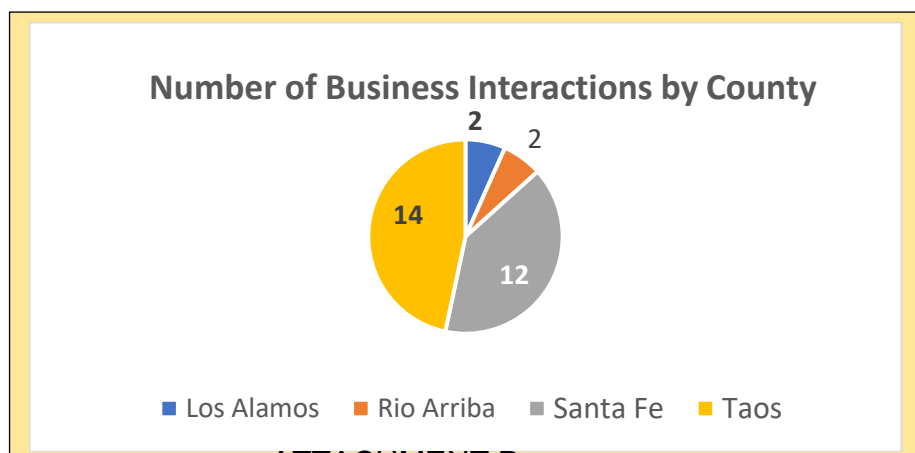
Economic Development Organization (EDO) Training

- In order to further determine community and Economic Development Organization (EDO) training needs, monthly roundtable meetings, lead by RDC Executive Director, Patrick Vanderpool, began this quarter and were held in February and March.

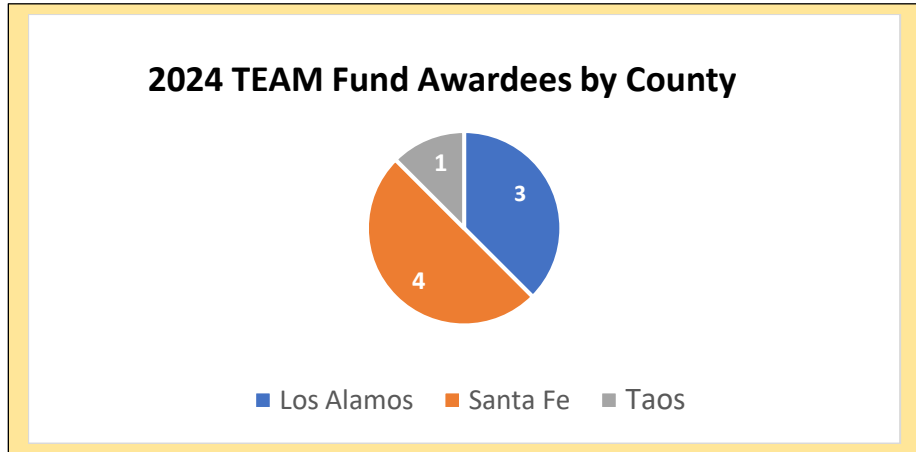
Business Retention & Expansion

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 on business issues with 30 companies** in the four-county service area; 19 interactions were in-person meetings, 11 were phone meetings.



- **Direct Investments (grants and no-interest loans)**
 - ✓ The RDC's **Technology and Manufacturing Fund** opened for applications on **February 15th** and **closed on March 17th**. Nine selected finalists provided in-person pitch presentations on March 28th in Santa Fe, and eight were selected for a total of **\$146,566** in awarded funding. All awardees are based in the four-county service area.



TECHNOLOGY & MANUFACTURING BUSINESS OWNERS

MOVE YOUR BUSINESS FORWARD

***NO-INTEREST LOAN UP TO \$20,000
COMPETITIVE, PROJECT-BASED AWARD***

APPLICATION PERIOD: FEBRUARY 15-MARCH 17, 2024

ELIGIBILITY:

- For-profit manufacturing or technology business
- Headquartered in either Los Alamos, Mora, Rio Arriba, San Miguel, Northern Sandoval, Santa Fe, or Taos County
- Business license + CRS# + FEIN# + Business-only bank account
- In business at least 1 year from opening date of the application

NEED TO KNOW INFO:

- Information Sessions (Highly Recommended):
 February 20, 1:00-2:00 pm: Taos Visitor Center/Taos Pueblo Collective Center
 February 27, 11:00 am-Noon: Santa Fe Business Incubator
- Details: www.rdcnm.org/team-fund
- Registration: www.rdcnm.org/events-1



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where discoveries are made



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- ✓ RDC 2023 Tribal Grant awardees were sent a year-end survey to collect metrics to evaluate the results/outcomes of the funding. Those results are currently being compiled.
- **RDC Sponsorships and Sponsored Events**
 - ✓ Provided 12-month funding sponsorships to the Taos and Espanola Valley Chamber of Commerce
- **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 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:

 - ✓ Since January, the number of construction trades employers has grown from 14 to 29 across the overall RDC seven-county region, and Community Action Teams made up of employers, educators, local leaders and support service providers have been established in Taos and Espanola to promote Trades careers and provide resources to enable students to start and complete their education requirements. The WIN/Union 412 Mobile Training Unit has conducted its three-week job-readiness training programs in Espanola, certifying 15 students who are now employed with area contractors, while many more WIN-supported students finish their terms at community colleges.



- **Higher Education Workforce Project**

The RDC works with four regional 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 in the signed next quarter.

Small Business and Financial Services

- The RDC staffed a booth in the City of Santa Fe Finance Resource Fair on February 29th . Introductions were made to approximately 40 new business owners that resulted in five TEAM Fund applications and more awareness of the RDC Micro-Grant Fund application process that opens in April.

- The RDC facilitated an evening Business Resource/Finance event in Red River with over 25 participants on March 6th. The purpose of the event was to connect businesses that aren't often visited by resource providers with resources over dinner in a relaxed and friendly atmosphere.



RDC + Red River Businesses Dinner is On Us

WHEN:

Wednesday, March 6, 5:30-7:00 pm

WHERE:

RED RIVER: Red River Conference Center, 101 River Street, Red River, NM

RSVP & INFO:

richard@rdcnm.org

Red River Businesses— come & meet the RDC. Learn about our easy-to-apply-for funding programs and wide range of business support services. Meet some of our resource partners. Connect with your business community.

The RDC offers responsive business support, ongoing mentoring, and training; provides easily accessible funding opportunities; spearheads innovative employer-focused workforce initiatives; and works with community leaders to create opportunities. We propel your business to success, and then we celebrate your success.



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