



Building Economic Futures in Northern New Mexico



Regional Development Corporation (RDC)

- Private Non-Profit 501 c3 Regional Economic Development Organization founded in 1993
- Assists Northern New Mexico Communities, Pueblos, and Small Businesses with Economic Development Services including:
 - ✓ **Business Retention and Expansion**
 - ✓ **Capacity Building**
 - ✓ **Partnerships and Professional Services**
 - ✓ **Workforce Development**

RDC Investors

- Triad National Security, LLC
- Los Alamos County - Regional Economic Development Initiative (REDI)
- New Mexico Manufacturing Extension Partnership (NM MEP)
- EDA Good Job Challenge Grant – WIN Project



Pat Vanderpool, Executive Director

- Certified Economic Developer, Fellow Member and an Honorary Life Member of IEDC. Current member and past Chair of the International Economic Development Council's Education and Certification Committee.
- Designation as an Economic Development Finance Professional from the National Development Council.
- Currently serves as a member of the Board of Directors of the New Mexico Partnership and of the faculty of Oklahoma University's Economic Development Institute, and as Chair of the NM SBDC State Advisory Board.
- Emeritus Member, Sandia/Los Alamos Small Business Assistance Program
- Former Economic Development Specialist, US Senator Pete V Domenici

ECONOMIC DEVELOPMENT DEFINED

“A program, group of policies, or set of activities that seeks to improve the economic well-being and quality of life for a community by creatingand/or retaining jobs that facilitate growth and provide a stable tax base.” - IEDC

CORE ACTIVITIES

**Business Retention/expansion Real Estate Development and Reuse
Economic Development Credit Analysis Workforce Development
Marketing and Business Attraction Entrepreneurship and Small Business
Economic Development Finance Neighborhood Development
Strategic Planning Technology led Economic Development
Ethics**

Traditional Economic Development Plan

VS

The REDI Plan “put it in context”

BUILDING CAPACITY

Equipping our communities and businesses with the building blocks and tools to improve the economic well-being and quality of life for our communities.

Professional Development / Tools / Infrastructure



RDC Accomplishments

July 1, 2023 – June 30, 2024

Business Retention & Expansion (BR&E)

Direct Investments

- **\$336,809** in Micro-Grants, Tribal Economic Diversity Grants, and Technology and Manufacturing (TEAM) Fund No-Interest Loans
 - 61 awards
 - ✓ 10 TEAM Fund awards
 - ✓ 42 Micro-Grants
 - ✓ 9 Tribal Grants

The logo for the TEAM Fund RDC. It features the words "TEAM" and "Fund" in a large, white, outlined font, with "RDC" in a smaller, solid blue font positioned between them. The background is orange with a pattern of concentric white circles.The logo for the MICRO Grant RDC. It features the words "MICRO" and "Grant" in a large, white, outlined font, with "RDC" in a smaller, solid blue font positioned between them. The background is dark blue with a pattern of white circles and a faint white floral or leaf design.The logo for the TRIBAL ECONOMIC Diversity Fund RDC. It features the words "TRIBAL ECONOMIC" and "Diversity Fund" in a large, white, outlined font, with "RDC" in a smaller, solid blue font positioned between them. The background is orange with a pattern of vertical white stripes.

Los Alamos County Direct Investments

Dragon Family Services
Emadams LLC
Los Alamos STEAM Lab
Jona Manufacturing
Kaltron Pulsed Power
Odysseus Technologies
Wolf & Mermaid (Santa Fe and Los Alamos)
SALA Event Center



Direct Investment Results

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

Top MICRO-GRANT Business Challenges

Marketing
Labor
Time Management
Increasing Supply/
Material Costs
Cash Flow
Management
Outgrown
Facility/Space

10 COMPANIES*

 **737.25K, 14%**
Revenue INCREASE

\$196.5K
TEAM Fund INVESTMENT

 **\$647.3K**
NEW JOBS payroll

 **49**
JOBS Created + Retained

 **\$636.5K**
RETAINED JOBS payroll

 **\$166.6K**
INCENTIVES + Technical Assistance

 **\$395.9K**
Follow Up FINANCING

*Based on 10 of 12 awardees

Top TEAM Fund Business Issues

Cash Flow
Finding Qualified,
Reliable Staffing
Lead time — Materials/Parts
Long Commute
Challenging Sales Climate
Cost to Manufacture in USA
Employee Pay Increases
Supply Chain Delivery/Cost
Rural Broadband
Outgrown Facility
Community Engagement Down
Raising Pre-seed Money

Business Retention & Expansion (BR&E)

Business Outreach

- 323 Business Interactions in 4-County Area
 - ✓ 130 Technical Consultations
 - ✓ 79 Attended Business Resource Events
 - ✓ 114 Attended Information Sessions

RDC+ Los Alamos
Chamber of Commerce
**BUSINESS
BREAKFAST**



**MICRO
RDC
Grant**

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
- Registration: www.rdcnm.org/events-1

 **REGIONAL
DEVELOPMENT
CORPORATION** www.rdcnm.org
Building Economic Futures in Northern New Mexico

 **TRIAD**  **LOS ALAMOS**  **MEP**  **NEW MEXICO STATE UNIVERSITY**



Human Capital Initiatives

- Higher Education Workforce Projects
 - ✓ \$100,000 investment in institutions of higher education & organizations in 4-County Service Area

Institution/Organization	Funding Amount	Project Overview
Taos Pueblo Recovery Works!	\$15,000	<p>Need: Support for people in recovery.</p> <p>Solution: Cultivate wellness in the Taos community in mind, body, spirit and tradition.</p> <p>Outcomes: Provide paid internships so those in the program can learn new skills while earning a paycheck.</p>
Santa Fe Community College	\$60,000	<p>Need: Students need paid real-world workforce experience and mentors.</p> <p>Solution: Structured curriculum that provides workforce development through training, education, and real-world paid internships.</p> <p>Outcomes: 25- 30 paid internships with tracking of the percentage offered paid positions after completion</p>
University of NM – Los Alamos	\$25,000	<p>Need: More certified EMT's in the region.</p> <p>Solution: Hiring a qualified instructor will be redevelop and market the EMT certification program.</p> <p>Funding for: Partial cost of hiring instructor at a competitive salary and create the necessary clinical placement.</p>
TOTAL RDC Funding (4-County Region)	\$100,000	

Human Capital Initiatives

- Workforce Integrated Network (WIN) Project
 - ✓ EDA Good Jobs Challenge Grant-Funded Program
 - ✓ Skilled Trades Sector

WIN 2023 CONVENING

WIN is calling! Join us for our second biannual convening.

November 2 & 3, 2023

El Monte Sagrado, Taos, New Mexico

Leaders, employers, support organizations, governmental agencies, and other stakeholders will gather for two days to discuss workforce opportunities and solutions in north-central New Mexico.



Economic Development Organization (EDO) Training

- EDO Roundtables
 - ✓ Capacity-building focus on what needs to be in place for economic development to succeed
 - Meet monthly beginning in January 2024
 - Nine Regional Economic Developers participating

Regional Economic Development Initiative

Previous REDI Plan written in 2009
A Traditional Economic Development Plan

Updated plan looks at infrastructure and
building blocks for economic development

Regional Collaboration, Business Development
Workforce Development, Housing, Broadband,
Clean Energy, Funding



Registration for LANL Community Conversation and Regional Economic Development Initiative (REDI) Summit on March 5, 2024

We are no longer accepting online registration.

If you would like to register, please send an email to conversations@lanl.gov and info@rdcnm.org.

At the event, please proceed directly to the onsite registration table upon arrival, and we will register you in-person.

Thank you.

The graphic features the text "REDI Set Go!" in large, bold, white letters on an orange background. Behind the text is a white outline map of the region, with labels for "RIO ARriba", "TAOS", "LOS ALAMOS", and "SANTA FE".

REDI Set Go!