



FALL LEADERSHIP NETWORK MEETING

Financing Overview: Typology of Tools

Keith Kjelstrom, NMMS Economic Vitality Program Associate



Financing Catalytic Building Projects



1. Five finance fallacies
2. Tools for financing real estate and business development projects
3. Roles for local MainStreet leaders

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Fallacy #1.

Our project just needs financing.



Fallacy #2.

We'll finance our project with grants cuz there are lots of grants out there!



**FREE MONEY
TO QUIT YOUR JOB**

**15,000 Government Programs
Worth \$350 Billion Dollars
For You To**

- Increase Your Income,
- Do What You Always Dreamed Of, And
- Live a Happy Life

**Make More Money! Be Happy Every Day!
Fire Your Boss! Eliminate Stress!
Grow To Your Full Potential!
Have More Time For Family, Friends And Hobbies**

Fallacy #3.

We'll apply to "a" financing program.



Fallacy #3.

We'll apply to "a" financing program.



Fallacy #4.

This will be an easy deal.

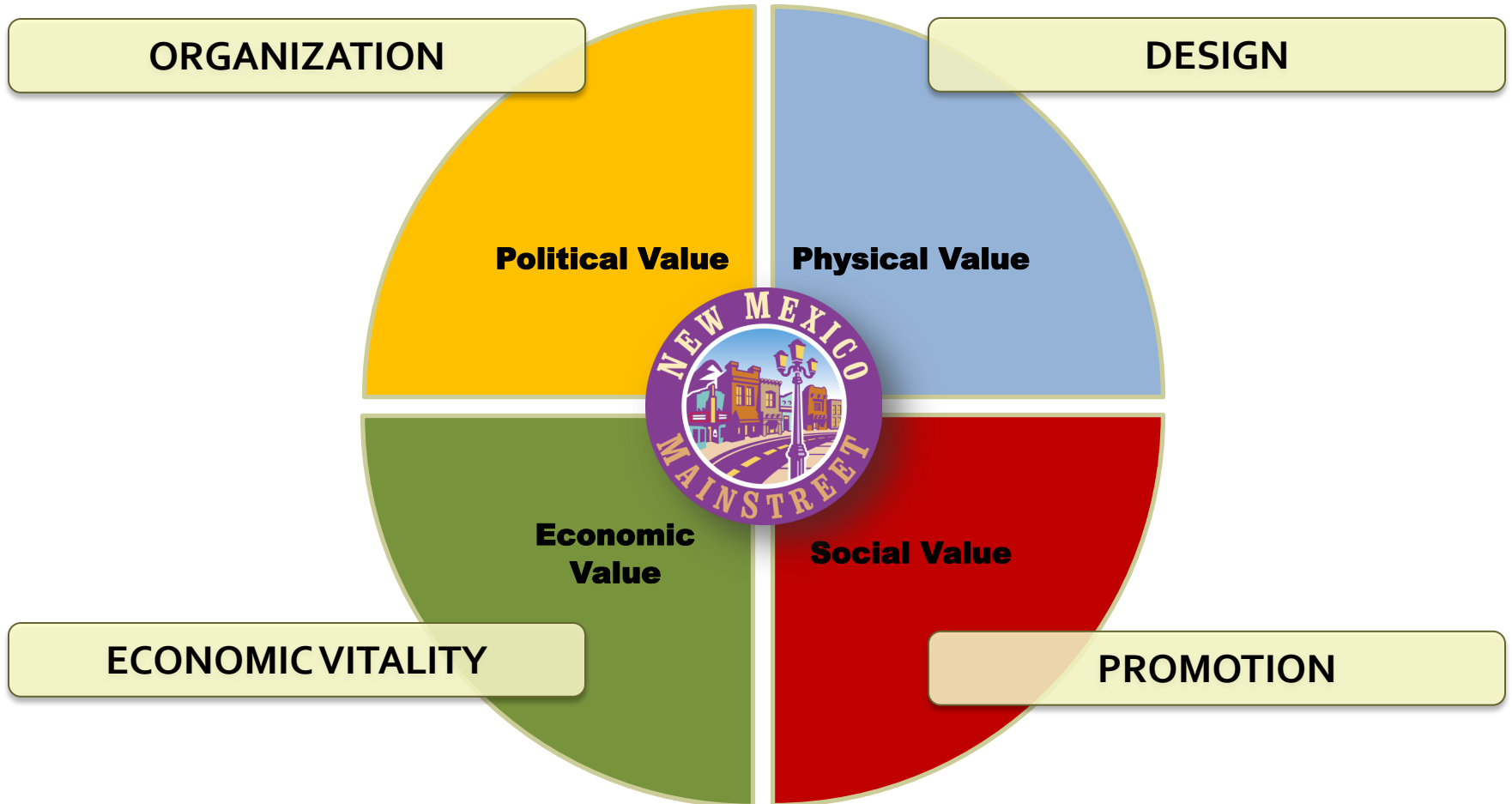


Fallacy #5.

You have to be a finance "expert" to help develop local projects.



The Forces of Value in Real Estate Economics





Tools for Financing Real Estate and Business Development Projects

October 2016

	<u>Page</u>
SMALL BUSINESS LOANS AND LOAN GUARANTEES (ACCION, The Loan Fund, WESST, SBA 7(a), SBA 504, USDA Rural Development B&IGL, Collateral Support)	2
VENTURE CAPITAL (NM Community Capital)	4
REAL ESTATE PROJECT TAX CREDITS (New Markets Tax Credits, NM Tax Credit for Registered Cultural Properties, Federal Rehabilitation Tax Credit, National Trust Community Investment Corporation)	5
COMMUNITY INFRASTRUCTURE AND FACILITIES (NM Capital Outlay, NMMS Public Infrastructure Funding, Public Project Revolving Fund, USDA-RD Community Facilities Loan and Grant, US EDA, CDBG)	6
ECONOMIC DEVELOPMENT PROJECT INCENTIVES (LEDA, LOGRT, State LEDA-Capital Outlay, JTIP, MRA, TIF, TIDD, IRB)	9
RURAL BUSINESS DEVELOPMENT PROGRAMS (USDA RBDG, USDA REDLG)	11

Next, 9:15 – 10:15 am



Shuler Theater, Raton

- Local LEDA and LOGRT (page 9)
- State LEDA-CO (page 9)
- FUNDIT
- JTIP (page 9)

USDA – RD Programs



- 10:30 – 11:00 am
- Business & Industry Guaranteed Loan (page 4)
- Community Facilities Loan & Grant (page 7)
- Rural Business Development Grant (page 11)

New Mexico Finance Authority Programs

Where: Pueblo of Laguna

Project: Grocery Store

Type of Project: NMTC/
Collateral Support Building
Project

Project Description: This new grocery store is estimated to cost \$4,000,000 to build out and would benefit not only the Pueblo but all the surrounding low income communities in this region. Once constructed, the new store will have amenities such as, larger refrigeration and freezer storage areas, a deli and essential items that are found in most modern grocery stores.

Laguna Development Corp. – Grocery Store



Community Benefit: The desperately needed improvements will provide its residents with a variety of healthier foods to choose from along with a greater selection of fresh produce, frozen foods, and fresh deli items. This project will create 150 construction jobs and replace a store that is 30 years old and outdated.

- 1:45 – 2:45 pm
- Public Project Revolving Fund (page 7)
- Planning Grant Program
- New Markets Tax Credits (page 5)
- Collateral Support Participation (page 4)

Small Business Loan Programs



JC's New York Pizza Department, Las Vegas, NM

- 2:45 – 3:45 pm
- US Small Business Administration Loans (page 3)
- Community banks
- The Loan Fund (page 2)

Historic Preservation Tax Credits

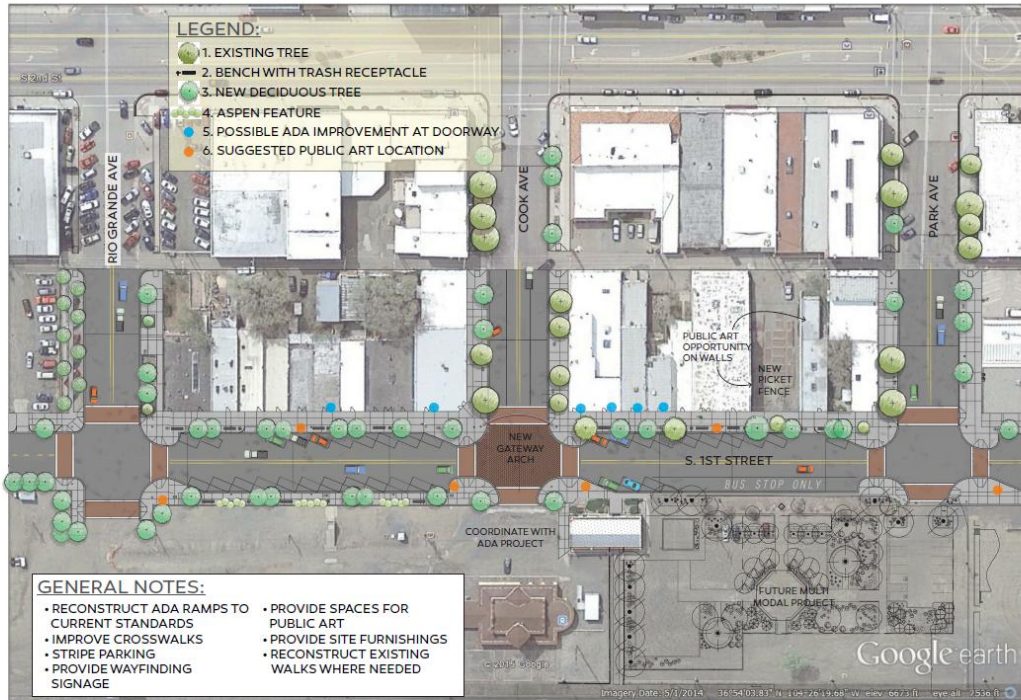
- 4:00 – 4:45 pm (page 5)
- State: 50% income tax credit of pre-approved rehab up to credit of \$25,000 (\$50,000 in A&CD)
- Federal: 20% of eligible rehab expenses
- Historic register listing requirements
- Secretary of the Interior Standards for Rehabilitation



Eklund Hotel, Clayton

Capitalize on Your Solid Planning Context

- District Master Plan
- Economic Transformation Strategies
- Great Blocks
- A&CD Plans
- Declare intentions



1ST STREET SCHEMATIC DESIGN • FROM RIO GRANDE AVE TO PARK AVE
RATON, NM • GREAT BLOCKS • APRIL, 2015



MRWM
LANDSCAPE ARCHITECTS
Marlow Raabon Wilkison Miller, Ltd.

Pipelines

New Mexico MainStreet

Building Project Pipeline Form

MainStreet District Name: **Carlsbad MainStreet Project Inc.**

Date Form Submitted to NMMS: **3/18/2016**

ID	District ID Submitted	Existing Building?	Planned New Bldg?	Building Name	Building Street #	Street Name	City	Zip	Building Owner's Last
		<input checked="" type="checkbox"/>	<input type="checkbox"/>	IOOF	213-215	W. Mermod	Carlsbad	88220	Grand Lodge of NM IC



Define Incentives

Preserving the past, revitalizing the future.

505-599-1317
www.mra-farmington.com

WHY FARMINGTON?

- Retail & health care hub for the Four Corners Region (estimated market - over 300,000)
- Location in a Metropolitan Statistical Area
- Availability of land & buildings in and near Farmington's Historic Downtown
- Meeting/Conference facilities at the Farmington Civic Center in the MRA
- Educational opportunities, workforce training, and business support at San Juan College
- Access to major highways, Regional transit
- Four Corners Regional Airport
- Great Quality of Life: 281 Days of Sunshine per Year, Low Humidity, Mild Winters, High Desert Living, Stable Housing Values, Low Property Taxes
- The Four Corners Region is designated a Geotourism Destination by National Geographic's Center for Sustainable Destinations
- Opportunities to explore, camp, hike, mountain bike, fish, hunt, ski in the winter, raft, and stargaze are nearby
- Glade Run Recreation Area
- Three nearby UNESCO World Heritage sites - Mesa Verde, Chaco Canyon & Aztec Ruins
- Farmington's Park System, including the Berg/Animas National Recreation Trail, Farmington Aquatic Center & Pinon Hills Golf Course
- Home to the Annual Connie Mack World Series

MRA OPPORTUNITY AREAS: WHAT IS ENVISIONED

Animas Riverfront-

- A mix of high density housing and retail
- Waterfront development
- Parks and recreational development

Civic Center-

- Hotel with meeting space to complement Farmington Civic Center
- Supporting uses to Civic Center and neighborhood

San Juan Regional Medical Center Area-

- Housing for medical community of +1800
- Medical Offices
- Restaurants and retail

Historic Downtown

- Arts and cultural district
- Retail and offices
- Upper-story residential development

POSSIBLE DEVELOPER INCENTIVES IN THE MRA

- Regulatory Incentives
- Tax credits
- Facade improvement program
- City owned land available
- Public/Private partnership
- Expedited plan review
- Plan/ permit fee reduction
- TIDD/TIF District funding
- Density bonus program (f
- Infrastructure upgrades
- Waived or delayed prope
- Mixed uses encouraged



Downtown Las Cruces Plaza Under Construction, April 2016

Recruit Businesses

Doing Business in



The Right Place for Your Distinctive, Discerning Business

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Corrales is Open for Business

Are you looking to locate your business in an ideal location – with a high-income, highly-educated population and a unique and desirable address? Look to Corrales!

Why do business in Corrales?

Facilitate the Dialogue



2001



2014

Assist with Business Planning



Lovington Brew Pub Business Plan Core Team, October 2015

Strengthen Businesses



Grants Business Retention and Expansion Interviews Initiative

Assist with Loan and Grant Applications



U.S. Small Business Administration



Committed to the future of rural communities.



Jump in and play the game!

