Creating a Stronger Economy in Northern New Mexico

www.rdcnm.org
Regional Development Corporation (RDC)

- 501(c)3 Economic Development Organization (EDO) Incorporated in 1996 to serve as the Department of Energy (DOE) Los Alamos Site “Community Reuse Organization” (CRO)

- Assists Northern New Mexico communities and small businesses with economic development activities and actively works to further job creation in the region

- Primary service areas are the following counties in Northern New Mexico:
  - Los Alamos
  - Rio Arriba
  - Santa Fe
  - Taos
  - San Miguel
  - Mora
  - Sandoval
  - and the municipalities and the Native American Pueblos
RDC Personnel

Val Alonzo
Executive Director
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Carla Rachkowski
Associate Director
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Greg Dye
Chief Financial Officer
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Steve Gonzales
Business Retention and Expansion
Steve@rdcnm.org

Carla D. Abeyta
Special Projects
CarlaD@rdcnm.org
$9M INVESTED

$57.5M + $140.3M + $57M + $6.6M

REVENUE GROWTH + FINANCING ATTRACTED + SALARIES GENERATED + LEVERAGED PROGRAM FUNDING

= $261M ROI 2006-2015
<table>
<thead>
<tr>
<th>Program</th>
<th>Funder</th>
<th>Description</th>
<th>RDC Lead &amp; Partners</th>
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</thead>
<tbody>
<tr>
<td>Regional Economic Development Initiative (REDI)</td>
<td>Los Alamos County</td>
<td>REDI is a collaborative effort with public and private sector partners to strengthen and diversify the economy of Northern New Mexico. Includes 25 yr strategic economic development plan.</td>
<td>Steve Gonzales, Carla D. Abeyta with Regional Partners</td>
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<tr>
<td>Business Retention and Expansion (BR&amp;E)</td>
<td>Los Alamos County, LANS, MEP</td>
<td>One on one business services</td>
<td>Steve Gonzales, Carla D. Abeyta, State Economic Development, LANS, MEP, LA County</td>
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<tr>
<td>Entrepreneurial Network (EN)</td>
<td>LANS</td>
<td>Local support for businesses &amp; startups in Rio Arriba, Taos, Mora, San Miguel, &amp; Los Alamos</td>
<td>RDC Team, LANS, ENs</td>
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<tr>
<td>Venture Acceleration Fund (VAF &amp; NAVAF)</td>
<td>LANS, City of SF, SF County, MEP, Los Alamos County</td>
<td>Seed funding for early stage startups</td>
<td>Carla Rachkowski, LANS, Feynman Center</td>
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<tr>
<td>VAF Impact Magnification Project</td>
<td>Economic Development Administration (federal)</td>
<td>Enhance the success of startup businesses with a focus on VAF applicants &amp; awardees</td>
<td>Carla Rachkowski, Feynman Center, LANS</td>
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<tr>
<td>20/20 Campaign</td>
<td>LANS, Sponsors</td>
<td>Annual id, nomination &amp; recognition of region’s fastest high growth companies who are the job creators of the region.</td>
<td>RDC team</td>
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<td>Workforce</td>
<td>NMT and NNMC with NSF grants, Emera</td>
<td>Completed the five year Accelerate program with 6 colleges in Northern New Mexico. Continue to partner with higher education institutions to increase the pool of entry-level workers in STEM fields</td>
<td>Carla Rachkowski, Institutions of Higher Education</td>
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<td>High Tech Roundtable</td>
<td>City of SF, Feynman Center</td>
<td>Bi-monthly networking and panel discussions for regional high tech businesses</td>
<td>Carla Rachkowski, City of Santa Fe, Feynman Center, NM Tech Council</td>
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“The RDC has placed us in a position to be recognized as a legitimate company in Northern New Mexico with the 20/20 award nomination”.

“ We gained positive traction and launched sales (inside and outside the US) because of VAF. We developed several commercial partnerships using the funding, and submitted a grant proposal in 2015, which was awarded in 2016.”

“The Accelerate professional readiness workshops and career training events were very valuable to me. I learned many things about what employers are looking for in potential candidates and new employees. “

“I think the recognition we’ve received from the RDC really validates what we’re doing here at UBiQD”. Winner of VAF and 20/20 awards

“Bravo to the organizers, mayor, hosts, the participants (of the High Tech Roundtable). For the 1st time I felt directly supported by the city. My own take away was meaningful – the making new contacts and renewal of several relationships.”
RDC Program Successes

• REDI
  o 2016 Annual Summit focused on workforce in identified targeted areas and was attended by 200 regional organizations and community leaders
  o 2016 Summit Partners were LANL; SER Jobs for Progress; HELP NM; NM Workforce Connection, Northern Area Workforce Board

• BR&E
  o One on one meetings/business services with SW PPE lead to new contracts in Colorado & El Paso
    ✓ Referred to MEP who did assessment to fine tune the production process
    ✓ Assistance with finance options and LEDA
    ✓ 2016 VAF award
    ✓ 2015 20/20 recognition

• VAF
  o 60 companies funded (2006-2016); 488 jobs, $28M increase revenue, $102.7M follow-up financing
  o 2016 awards went to 7 companies from 5 Northern NM counties
  o Flow Science repaid its loan early to assist other businesses

• Native American VAF
  o High Water Mark purchased GIS and flood routing software leading to a successful collaborative effort to restore Nambe Reservoir
RDC Program Successes

• **VAF Impact Magnification Project**
  o Feasibility study on whether to change VAF structure to an equity model
  o Workshops on Lean Startup, Equity 101 and 202, Marketing Strategy, Finance, Exporting, Accounting, UI, Business Basics, and one on one mentoring sessions on specific business issues

• **20/20 Campaign**
  o 32 awardees to date, on average create 60 jobs & increase revenue & attract additional 10M in funding
  o Congressman Ben Ray Lujan visits Fast Ditch, a 20/20 Awardee based in Rio Arriba County, after speaking at 20/20 ceremony and meeting the owners

• **Workforce**
  o Accelerate program increased persistence, 2-year STEM degree graduation rates, and 4-year transfer rates by 20 percentage points. 40% of student interns offered job by internship employer.
  o RDC/NSF STeP program offers 15 summer LANL student internships to northern NM students pursuing 2-year degrees in STEM fields

• **High Tech Roundtable**
  o 50 startups and businesses attended the December 2016 event
  o Mayor Javier Gonzales was keynote speaker, and Descartes Labs & 12 FPS spoke
VAF Call for Applications – www.vafnm.org

- 2016 Native American VAF awardees selected in December
  - Picuris Pueblo (Bison project)
  - High Water Mark, LLC – Cochiti Pueblo

- 2016 VAF awardees selected in May and September
  - SW PPE – Espanola
  - Taos Mesa Brewing – Taos
  - Mora Valley Woodworking – Mora
  - Tibbar – Los Alamos
  - Ecopesticides, Reverse Engineer Lab, NTXBio – Santa Fe

- Annual call for VAF applications comes out on February 21 with applications due March 31
  - Spread the word to qualified Technology and Manufacturing businesses in Los Alamos, Santa Fe, Sandoval, Taos, Rio Arriba, Mora, & San Miguel counties. Contact carla@rdcnm.org for more info.
  - Encourage startups to attend our free workshops in February & March on Market Strategy, Finance for Startups, and Pitch
2017 and Beyond

The RDC:

- Appreciates your ongoing support and looks forward to working more closely with you in 2017 and beyond.

- Realizes that collaboration with our community partners is essential to our continued regional success; your support to expand existing programs and introduce new ones would be greatly appreciated.

- Wants to meet with each one of you personally regarding how we can best assist your community.
For more information:

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