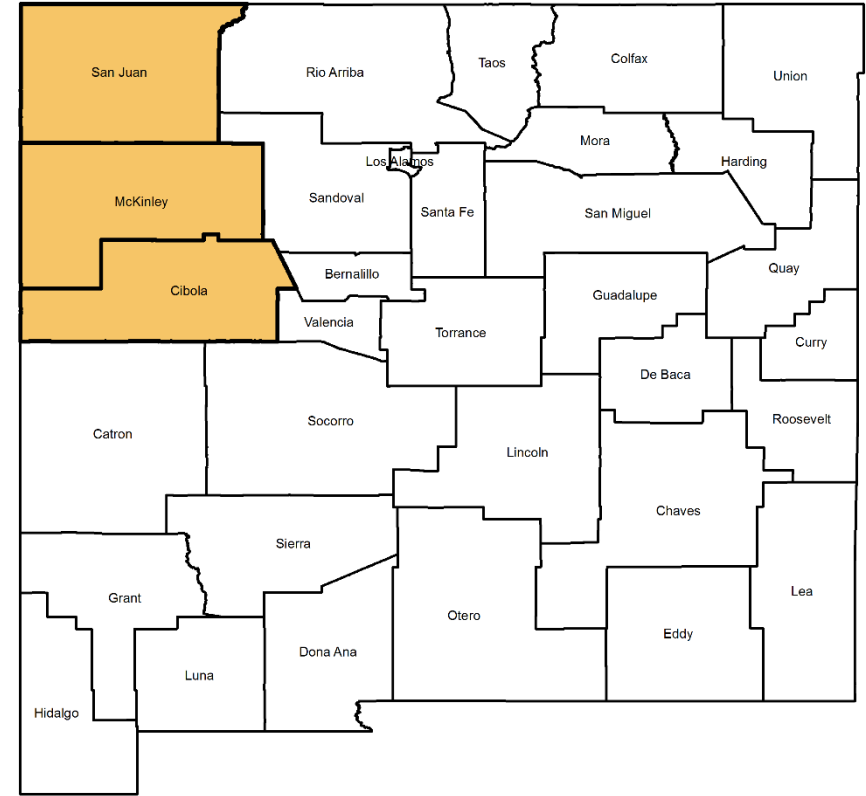




NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

“Leading the field to empower communities and move the region”



OUR REGION

NORTHWEST NEW MEXICO

SNAPSHOT OF OUR REGION

Just a Glimpse

San Juan

McKinley

Cibola

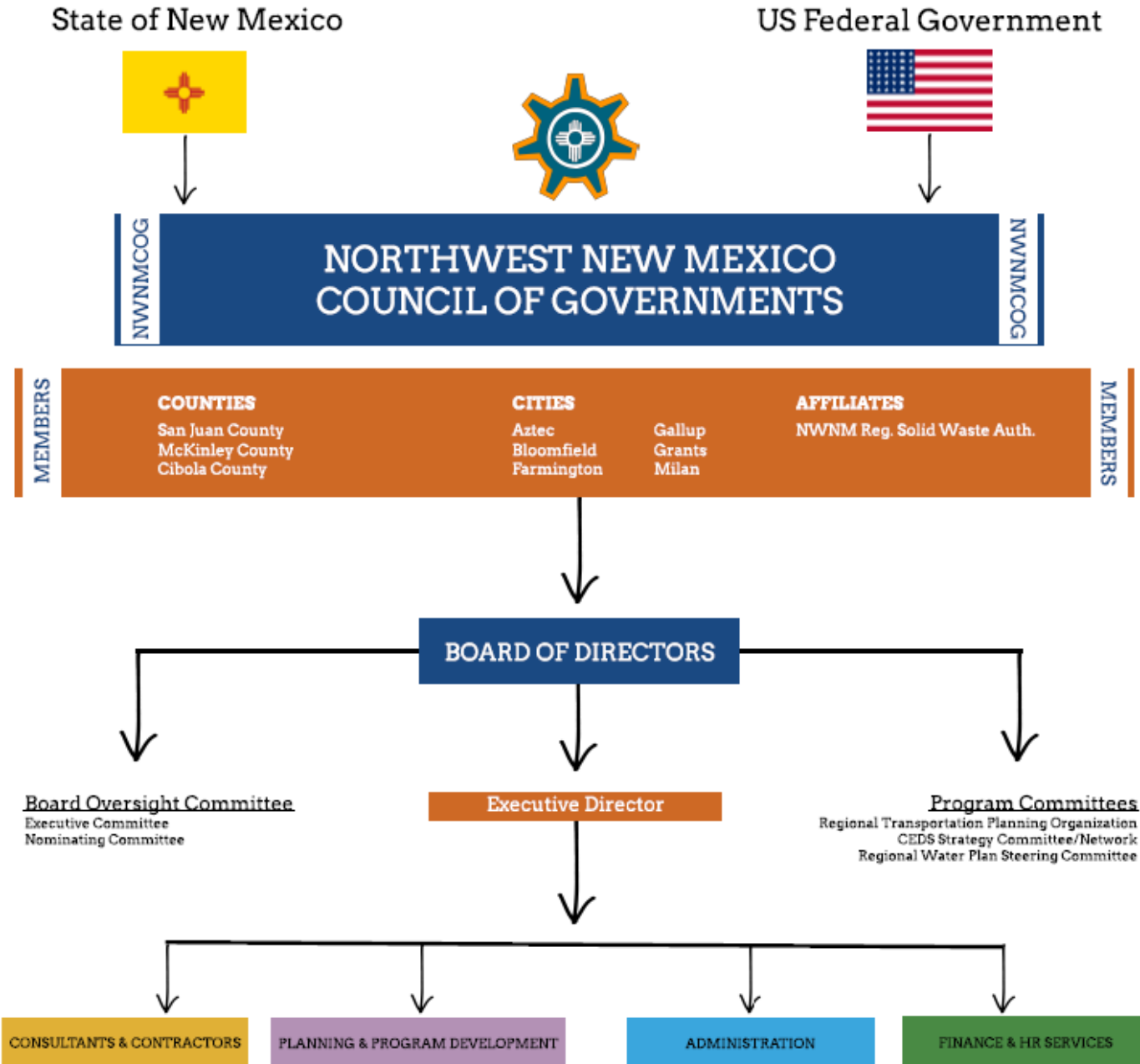
Catron

Socorro

- Cover a 3-County Area (*San Juan, McKinley, Cibola*)
- Cover 15,000 square miles
(*which if it were a state, it would rank 42nd behind West Virginia*)
- Serve over 235,000 people
- Serve a rural Population with a density of 11 persons per sq. mile

ORGANIZATIONAL CHART

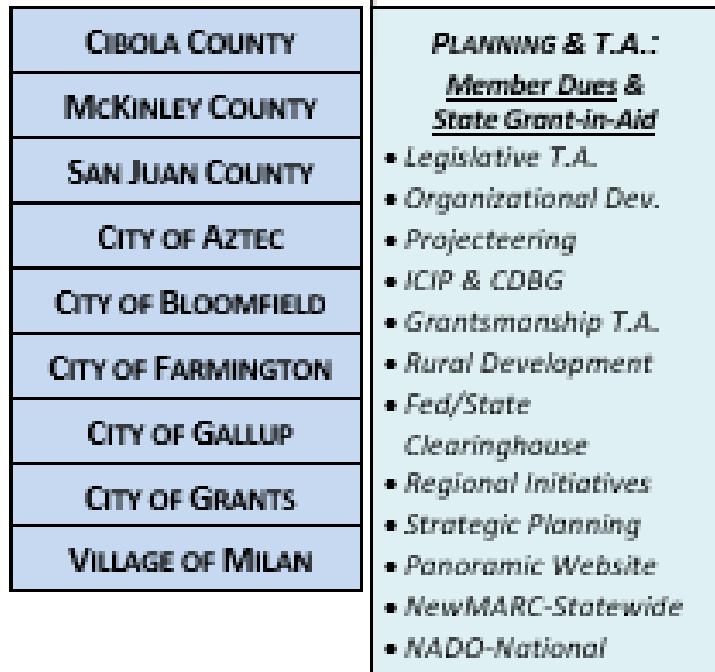
COG STRUCTURE



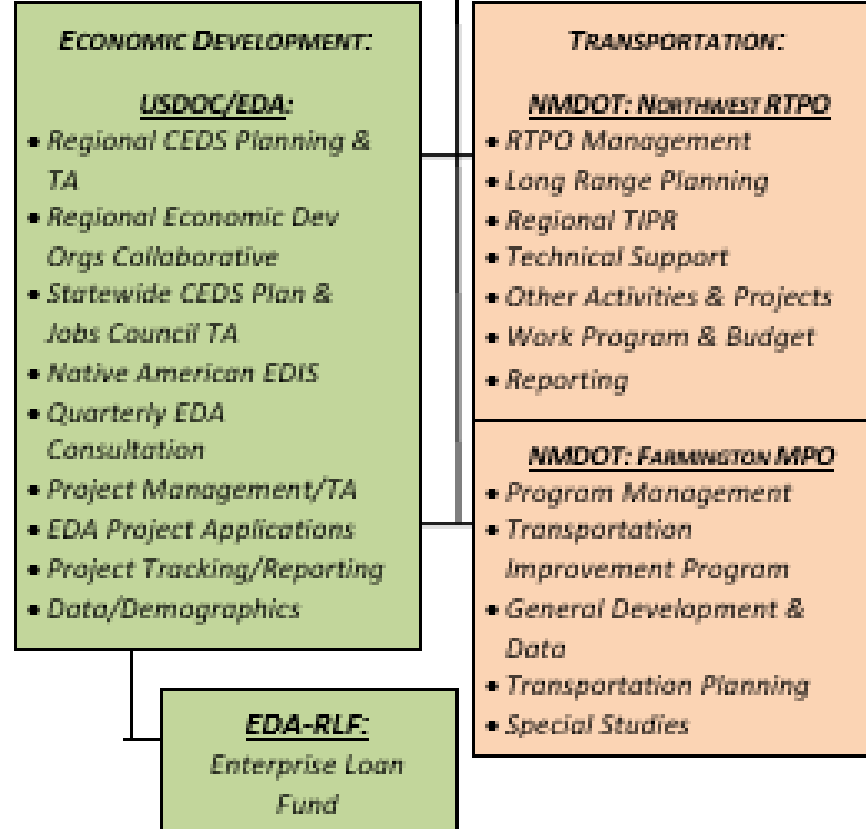
The COG has supported the planning and development needs of Northwest New Mexico for over forty years. The COG has a dual designation as a quasi-governmental and regional planning agency for the State of New Mexico Local Government Division and the US Economic Development Administration as a Planning & Development and Economic Development district.

ANNUAL WORK PROGRAM

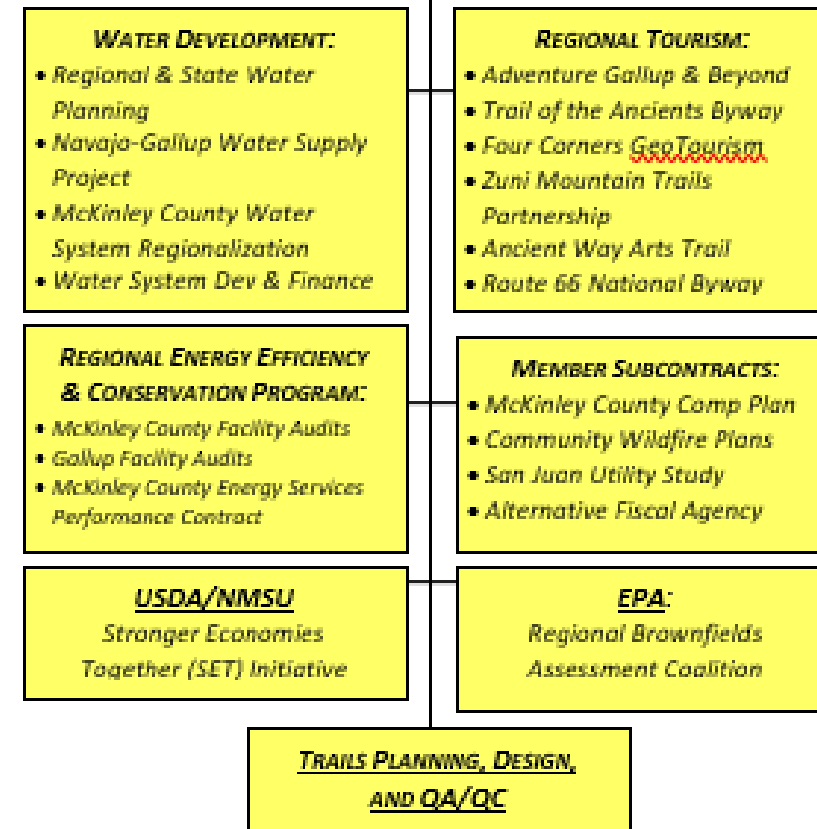
LOCAL & REGIONAL GOVERNMENT SERVICES



BASE PROGRAMS [Recurring Grants & Contracts]



CENTER FOR REGIONAL INNOVATION



FEATURED PROJECTS

Partnership for Opportunity, Workforce & Economic Realization P.O.W.E.R Project



- The COG Received \$327,300 planning grant for the purpose of conducting a regional assessment study on economic impacts related to changes in the global coal economy.
- San Juan College received a \$1.4 million public works grant, which will fund equipment upgrades in the new school of energy facility geared to enhance programs.

QUICK FACT

- Farmington area lost approximately 1,200 jobs last year.
 - Due to the continued drop in natural gas & oil prices

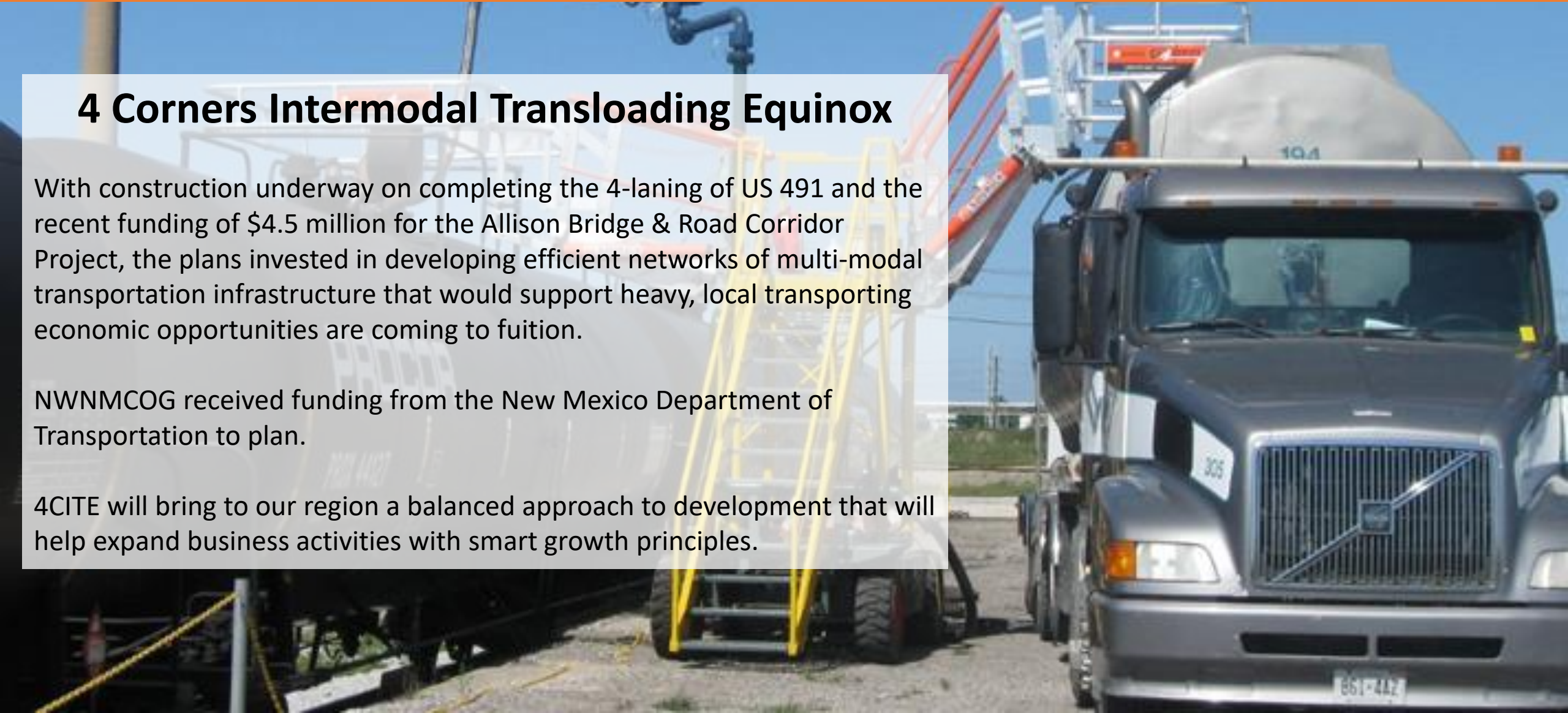
FEATURED PROJECTS continued...

4 Corners Intermodal Transloading Equinox

With construction underway on completing the 4-laning of US 491 and the recent funding of \$4.5 million for the Allison Bridge & Road Corridor Project, the plans invested in developing efficient networks of multi-modal transportation infrastructure that would support heavy, local transporting economic opportunities are coming to fruition.

NWNMCOG received funding from the New Mexico Department of Transportation to plan.

4CITE will bring to our region a balanced approach to development that will help expand business activities with smart growth principles.



Questions or Comments?

Evan Williams
Executive Director

Northwest New Mexico Council of Governments

P: 505-722-4327

E: ewilliams@nwnmcog.org

www.nwnmcog.com

“Show Me the Money”: or at least the road to get on....



“Coffee is for closers only.”

—Movie: Glengarry Glen Ross, 1992

May 22, 2019

Presentation for New Mexico Infrastructure Capital Improvement Plan (ICIP)

Farmington ICIP Training Workshop



“HOW TO FUNDIT?”

NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

106 W. Aztec Avenue

Gallup, NM 87301

VOICE: (505) 722-4327 WEB: www.nwnmcog.com

FAX: (505) 722-9211

All Information Posted on COG website under Projecteering Tab

www.nwnmcog.com

Projecteering:

From Project Concept to Ribbon-Cutting

A New Paradigm for Infrastructure Planning & Financing

The COG created and now practices a project planning & development philosophy entitled "Full Cycle Planning, Full Circle Funding".

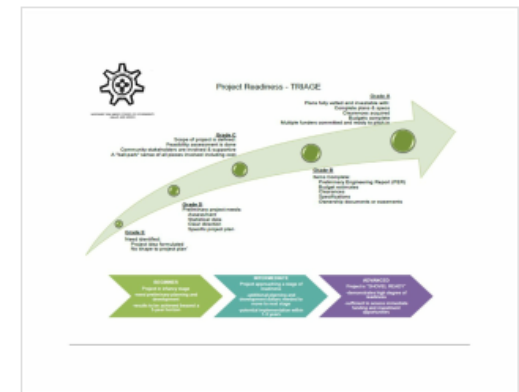
Full Cycle Planning:


Understanding that planning is a 365-day a year process to identify, prioritize, ready, fund, and manage projects.

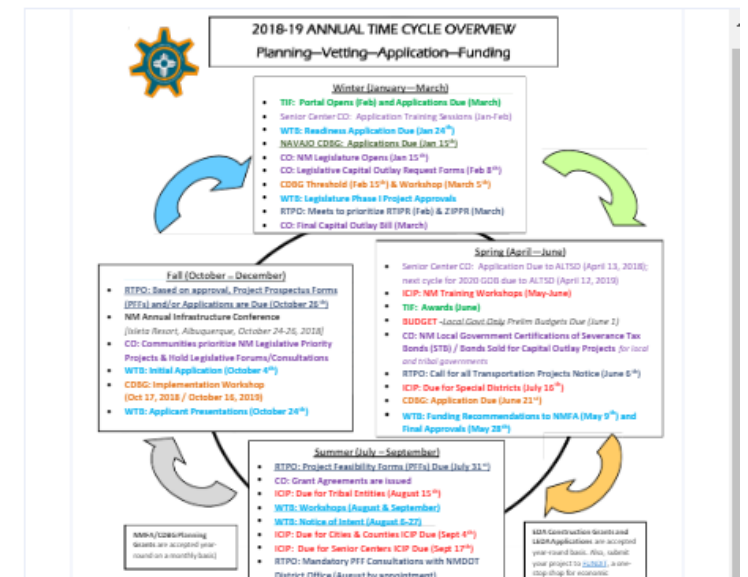
The concept with project planning is to create an implementation plan that identifies timelines, roles, tasks, and lead/support persons that will be responsible to move projects from an "idea" to investment grade "project".

Full Circle Funding:

The landscape for project funding is extremely limited and competitive. Our belief is that fully funded projects will need to attract a portfolio of investments from several sources. To complete a project, communities will need to submit applications to a variety of funders and programs.



 [show_me_the_money_091118.pdf](#)
Download File



ICEBERG:

Ribbon-cutting



NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

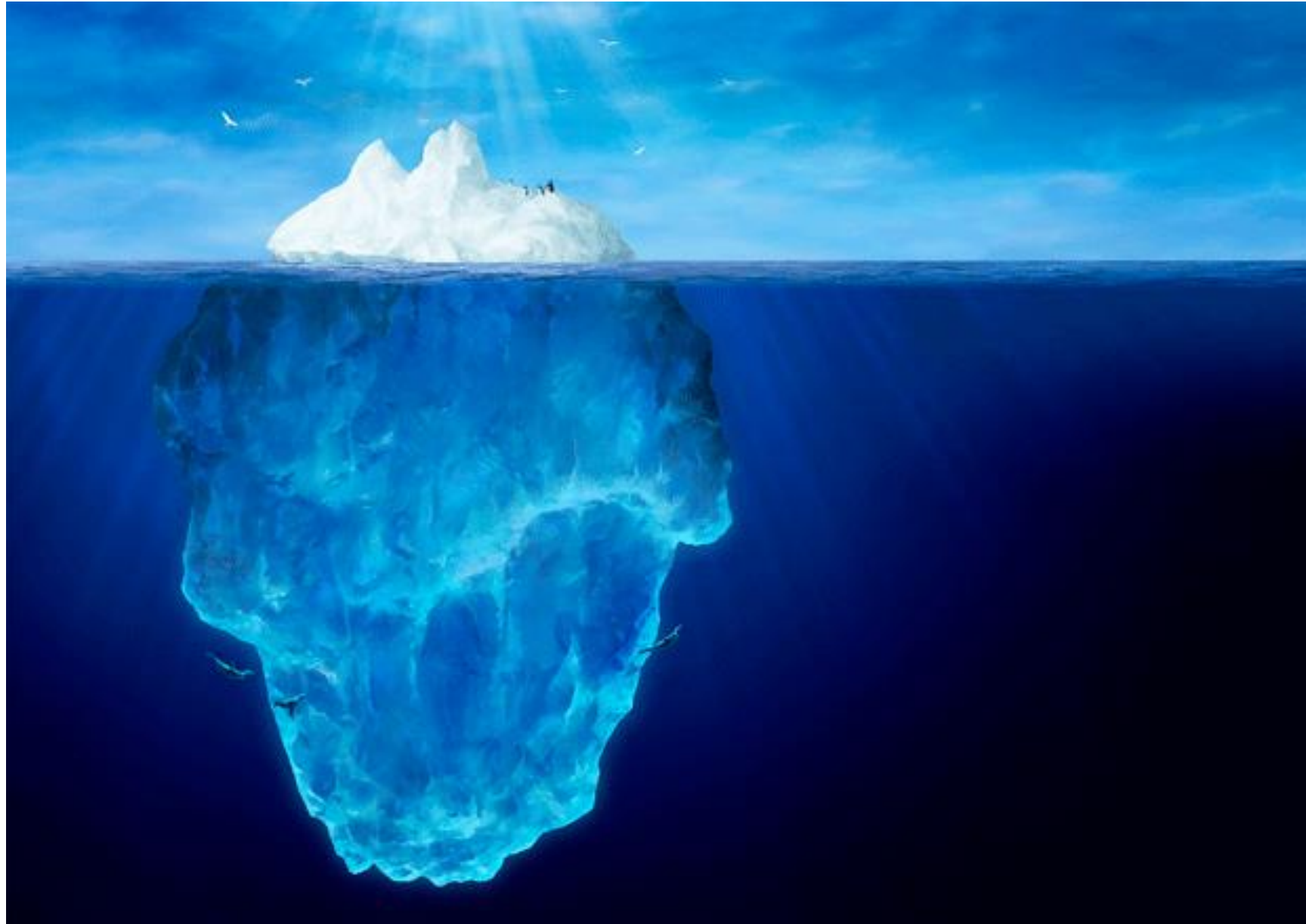
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ICEBERG:

Projecteering



Breakthrough Transformation Projects Take Time – “The Impossible Just Takes Longer”

40+ years

Navajo-Gallup Water Supply Project

20+ years

US 491 Four-laning

7-10 years


Economic Development Projects

3-5 years

Typical Construction Project

There are only 2 kinds of Plans:

Good	Bad
A Plan you use	A Plan that sits on a shelf



In preparing for battle, I have always found that plans are useless but planning is indispensable.

(Dwight D. Eisenhower)



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Agenda

- ✓ Prerequisites: "Preparation"
- ✓ Planning: "Game Plan"
- ✓ Coaches: "Technical Assistance Providers"
- ✓ Access Points: "Know the Game"
- ✓ Keys to Game



Preparation: What do I do?

✓ Strategic Community Plan (20+ Year Vision/Input)

- Comprehensive Plan, Growth Management Master Plan, Community Land Use Plan, State Long-Range Transportation Plan

✓ Infrastructure Capital Improvement Plan

- Community Description / Short Summary of Community Plan
- Inventory of Assets

-5-Year Prioritized Road Map – Project & Resource Development Plan

✓ Budget & Audit

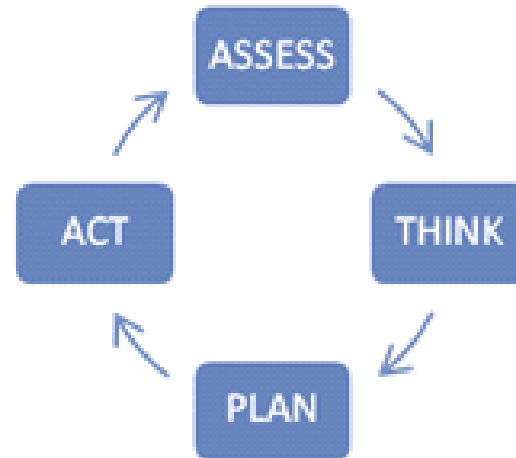
- Submitted & Approved
- Tied to Planning Goals and Action Plan
- Tiered Financial Review

✓ Track Record

- Past Performance – Spending What You Already Have
- Avoid the “Black List”

✓ Do Your Homework

- Are you eligible? What are the requirements? Create a checklist?
- Project Prospectus: Community History/Description, Data, Supporting Docs (PER, ROW, Resolutions)



 Outline for PROJECT PROSPECTUS

I. **REQUESTOR.** Who is the formal official requesting party? With whom should the potential funder communicate regarding this initiative? Name? Address? Phone? Email? Website? (Provide a brief description of the organization - its legal status and governance, who's in it, what it works on, what it has achieved, etc. Who will be accountable for the funds received? Who is the project owner? Who will sustain the initiative in the future?)

II. **PROJECT TITLE.** What title do you want your project to be known by? (Simple, relevant & easily referenced)

III. **SUMMARY PROPOSAL OR REQUEST.** What do you want the funder (and its awarded funds) to do? How much money do you need, for what general purposes, and to achieve what outcomes? How does this project relate to the interests and priorities of the funder? (Simple, straightforward, direct, descriptive of the project itself)

IV. **BACKGROUND**

A. **LOCATION**

- Where will funded/authorized activities take place? Do you have maps for the applicant?
- If State or Federal funding is involved: In which State or Federal legislative District will funded/authorized activities take place?
State legislative District:
Senate: Dist. 1 (Sen. John Papp) Dist. 4 (Sen. George Maloney) Dist. 22 (Sen. Bruce Mandel)
House: Dist. 1 (Rep. James Coffey) Dist. 4 (Rep. Ryan Alford) Dist. 5 (Rep. Peter LaPorte)
Dist. 22 (Rep. William Mackinnon)
Congressional District: Congressional Dist. 2 (Rep. Stephen Pearce) Dist. 1 (Rep. Ben Ray Lujan)

B. **PROBLEM/NEED**

- What community need, problem or goal will be met by the project? What needs funding? What negative conditions need remedy? Is there documentation to substantiate your representation?
- How many people are impacted by the need, problem or goal, and to what extent?
- Why is there a lack of local and/or other resources required for the remedy?

C. **PROJECT DESCRIPTION**

- What will the project directly do, with the funding or other resource received? What will the funds directly cause to happen?
- What will the project look like when the funds or other resources are being applied? Who? What? When? How? Where?
- When it's all said and done, what specific outcomes will the project want to be able point to? What will be the "Return on public investment"?

D. **BENEFICIARIES**

- What groups will receive the financial, institutional, statutory or other benefits of this initiative? What other groups will benefit?
- Who are the groups who will benefit from this action? What are the demographics?

V. **BUDGET**

(Capital Project Sample)	Total Project Budget	Other Sources	Funder Portion
a. Administration			
b. Architecture & Engineering			
c. Other Professional			
d. Inspection			
e. Property Acquisition			
f. Construction &/or Rehabilitation			
g. Contingencies			
TOTAL Project Costs			
Annual O&M (Costs to operate, maintain &/or replace the capital investment)			



REACHING A BALANCE AT THE CROSSROADS

QUALITY GOVERNMENT SERVICES

(Day-to-Day Activities)



TOOLBOX OF RESOURCES:

1. Officials and Committees & Staff Experience
2. Community Plan
3. Local Budget
4. Full Cycle Planning / Full Circle Funding
 - Infrastructure Capital Improvement Plan (ICIP)
 - Project & Resource Development Plan
 - Project Prospectus
5. Technical Assistance Providers

STRATEGIC PROJECTS & PROGRAMS

(Proactive Activities)



ICIP – SO NOW WHAT?:



ICIP – SO NOW WHAT?

ICIP. If your community has completed and submitted its Infrastructure Capital Improvement Plan (ICIP) – the question becomes, SO NOW WHAT?

We all realize that the ICIP is only a planning tool and a pre-requisite for applying for funding. It really is a process to help policy officials focus and select their top priorities. It is also a way to create a financing strategy and year-round gameplan to attract project resources through various local, State, Federal, and other sources by applying and gaining funding. Each program has different timelines and application processes. The same type of information is used by most grant and loan sources, but no universal application has really been implemented with much success.

Projecteering. Since it is unlikely to get a major project completed with only one source of funding or in one year these days, “Projecteers” need to systemically plan and time a strategy to pull together a portfolio of investors and sources to get full project funding.

“Projecteers” are basically the folks or staff in your community that lose sleep over the “Projecteering” process and successfully completing community projects. “Projecteering” is the process of getting a project from:

Idea stage → Project planning → Readyng the project → Funding → Construction → Asset Management

Timing a project. So, to be a successful Projecteer, the COG recommends that folks live by a full cycle planning and full circle funding philosophy. Basically, this philosophy is that Projecteers plan and update projects on an ongoing basis and work on landing project funding from various sources -- 365 days a year.

So, Projecteers need to be well versed on program timeframes, parameters, and nuances.

Below is a list of the normal and routine funding sources and the major due dates – please note there are usually more than meets the eye in terms of what it takes to qualify and be successful.

Transportation Projects: There are various sources and programs within the Federal Highway Administration and NM Department of Transportation depending on project type. To make it easier, the Northwest Regional Transportation Planning Organization (RTPO) did a comprehensive “Call for Projects” June 2018. Whether it’s a bridge, trail, transit, safe route to school, or any other type of transportation project – there is one universal way into the process, the **Project Feasibility Form**, which was due July 31st. This will be for funding typically in years FY20-21 and is biennial process. Work through your local RTPO representative for more information. www.nwnmcog.com/rtpo

Water Projects: the Water Trust Fund’s Board is soliciting water projects currently. Again, whether it’s a storage, flood control, conservation, or restoration type of water project – there is one universal way into the process, the **Initial Application**, which is due October 4, 2018. [Water Trust Fund program information](http://www.nmfafund.org)

<https://www.nmfafund.org/financing/water-projects/water-project-fund/>

Capital Outlay: New Mexico is one of only a handful of States that utilizes its severance tax bonds to fund local, regional, and Statewide infrastructure and major equipment projects, including roads, facilities, water, wastewater, etc. Here is a link to the Legislative Council Services background paper on the program: [https://www.nmlegis.gov/Publications/Info Bulletins/2017/Capital Outlay Primer For 2018.pdf](https://www.nmlegis.gov/Publications/Info%20Bulletins/2017/Capital%20Outlay%20Primer%20For%202018.pdf)

Requests are submitted via local Legislators, using the Legislative Council Services [capital outlay request form](https://www.nmlegis.gov/Publications/Capital%20Outlay/capital%20request%20form.pdf). [https://www.nmlegis.gov/Publications/Capital Outlay/capital request form.pdf](https://www.nmlegis.gov/Publications/Capital%20Outlay/capital%20request%20form.pdf)

Senior Center Facilities: The Aging and Long-Term Services Department (ALTSD) administers an application process to fund senior center facilities statewide. Such projects include those awarded to both local government and tribal government providers for renovation and construction of senior centers, and for the purchase of vehicles and large commercial kitchen equipment. A capital outlay legislative request for senior center projects is submitted annually by ALTSD. <http://www.nmaging.state.nm.us/capital-outlay.aspx>

Tribal Infrastructure Fund: TIF was created by the Tribal Infrastructure Act in 2005. This act recognizes that many of New Mexico’s tribal communities lack basic infrastructure, including, but not limited to water and wastewater systems, roads, and electrical power lines. All tribes, nations and pueblos in the State of New Mexico have an opportunity to submit project proposals for plan, design and construction. <http://www.iad.state.nm.us/>

Community Development Block Grant: a Housing and Urban Development Department (HUD) program that is available to invest funding into various planning and construction projects in low income communities. Applications through the NM Department of Finance’s Local Government Division for their small cities and communities program is June 21 2019. Current [Application guidelines](http://www.nmdfa.state.nm.us/CDBG%20Information%201.aspx). [http://www.nmdfa.state.nm.us/CDBG Information 1.aspx](http://www.nmdfa.state.nm.us/CDBG%20Information%201.aspx)

Local Government Budgets: annually counties, cities, and other governmental entities put together budgets that should support matching funds for critical and prioritized projects. Most entities start putting budgets and holding budget meetings in **April/May** each year.

New Mexico Finance Authority: offers various grant and loan programs for both planning and construction on an ongoing and periodic basis. [More information on programs](http://www.nmfafund.org). <http://www.nmfafund.org>

United States Department of Agriculture (USDA): offers various grant and loan programs for both planning and construction on an ongoing and periodic basis. [More information on programs](https://www.rd.usda.gov/nm). <https://www.rd.usda.gov/nm>

✓ **Create Top Priority Projects**

✓ **Phase Projects**

- Planning
- Design
- Construction Phases (stand-alone)

✓ **Develop a Action Plan / Plan for the Process**

- Action / Timeframe / Responsible Party
- Back fill to deadlines

✓ **Develop a Strategy**

- Media, Consultations, Presentation, Press Releases, etc.
- Know the Audience: Why should I care, Why should I invest in this and you?

TELL THE HUMAN STORY!!

✓ **Get it into local, regional and State plans and priority lists – “hoppers”**

✓ **Get support**

- Resolutions, Letters of Support, Petitions, Testimonials

✓ **Be Your Best Advocate or Champion**

Planning:
What is the Game Plan?

Full Cycle Planning / Full Circle Funding

A planning philosophy, created by Jeff Kiely, that teaches that for all projects one must:

- Plan throughout the entire 365-day period;
- Create a well described project prospectus / proposal and budget; and
- Submit and advocate to many different investment sources to completely fund a project – 360 degree approach.



“When planning for a year, plant corn.

When planning for a decade, plant trees.

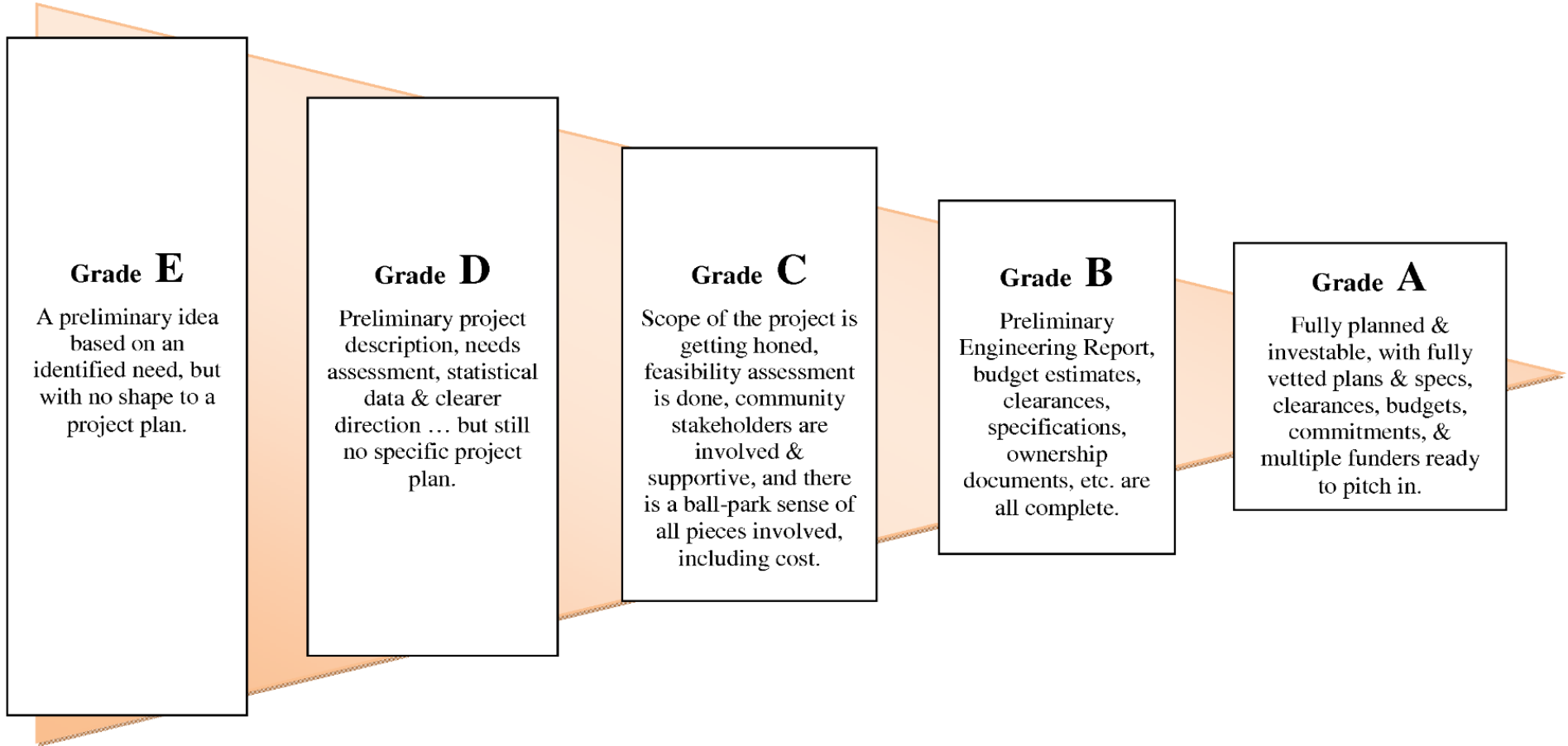
When planning for life, train and educate people.”





PROJECT READINESS TRIAGE

© Northwest New Mexico
Council of Governments, 2010



BEGINNER
Projects in infancy stage, needing preliminary planning & development, with results to be achieved beyond a 3-year horizon.

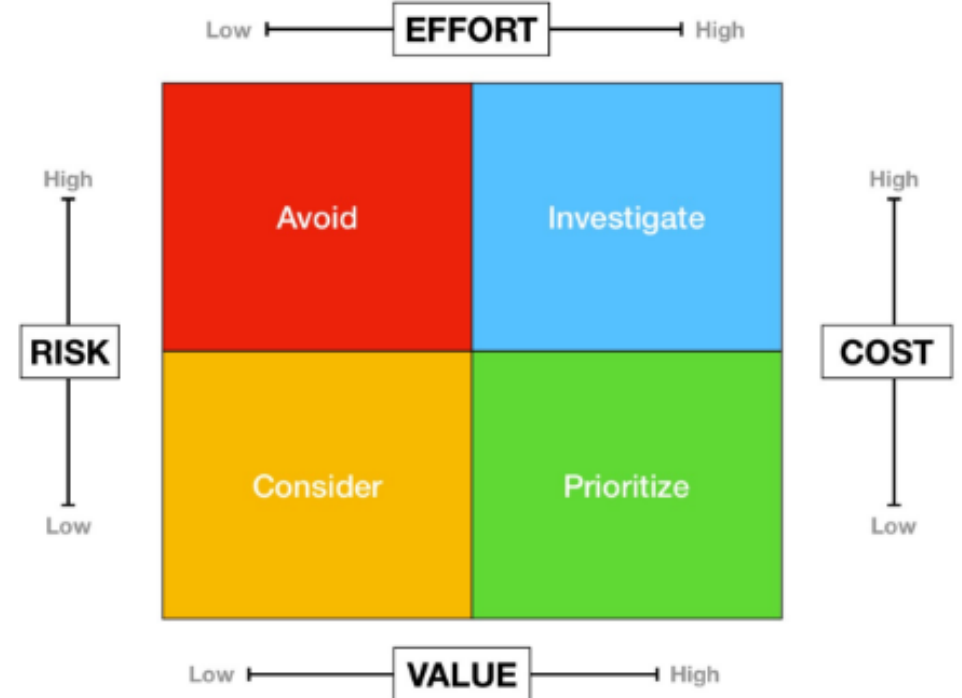
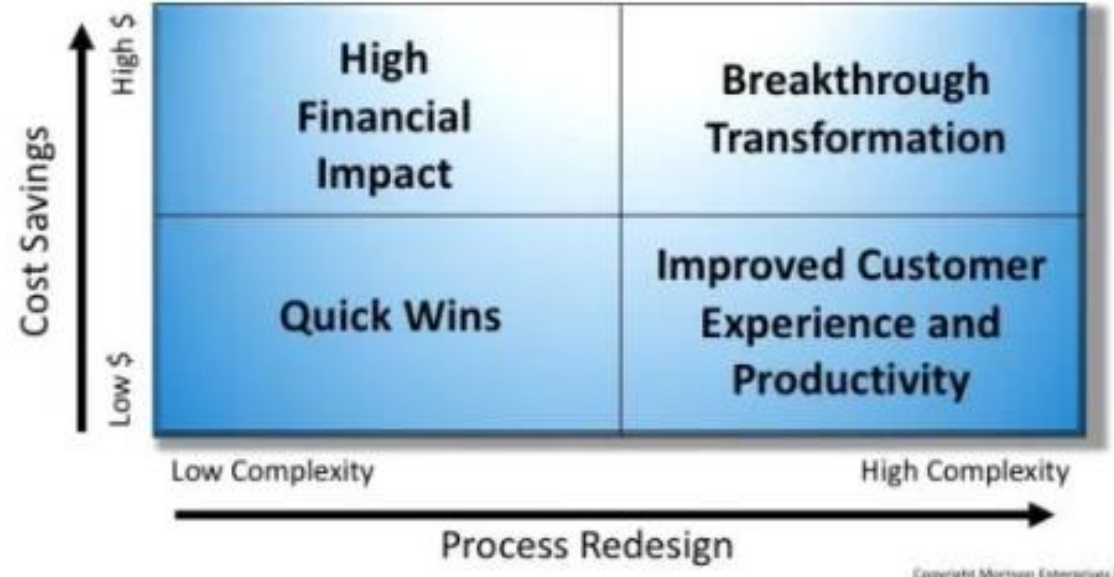
INTERMEDIATE
Projects are in motion, approaching a stage of readiness, but need additional planning & development dollars to move into the Advanced stage; potentially implementable within a 1-to-3-year timeframe.

ADVANCED
Projects demonstrate a high degree of readiness (“shovel-ready”), sufficient to access immediate funding & investment opportunities.

PRIORITIZATION

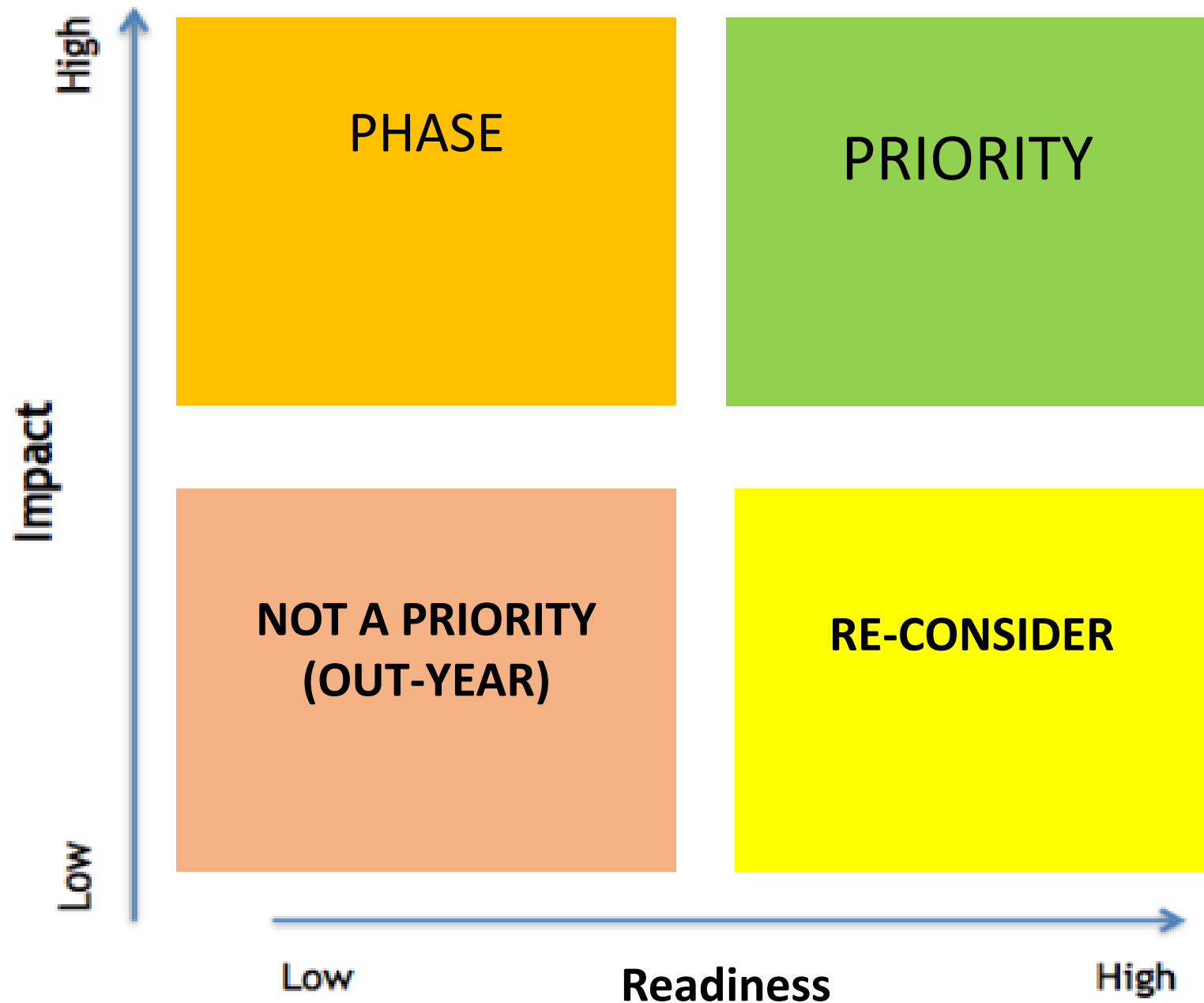


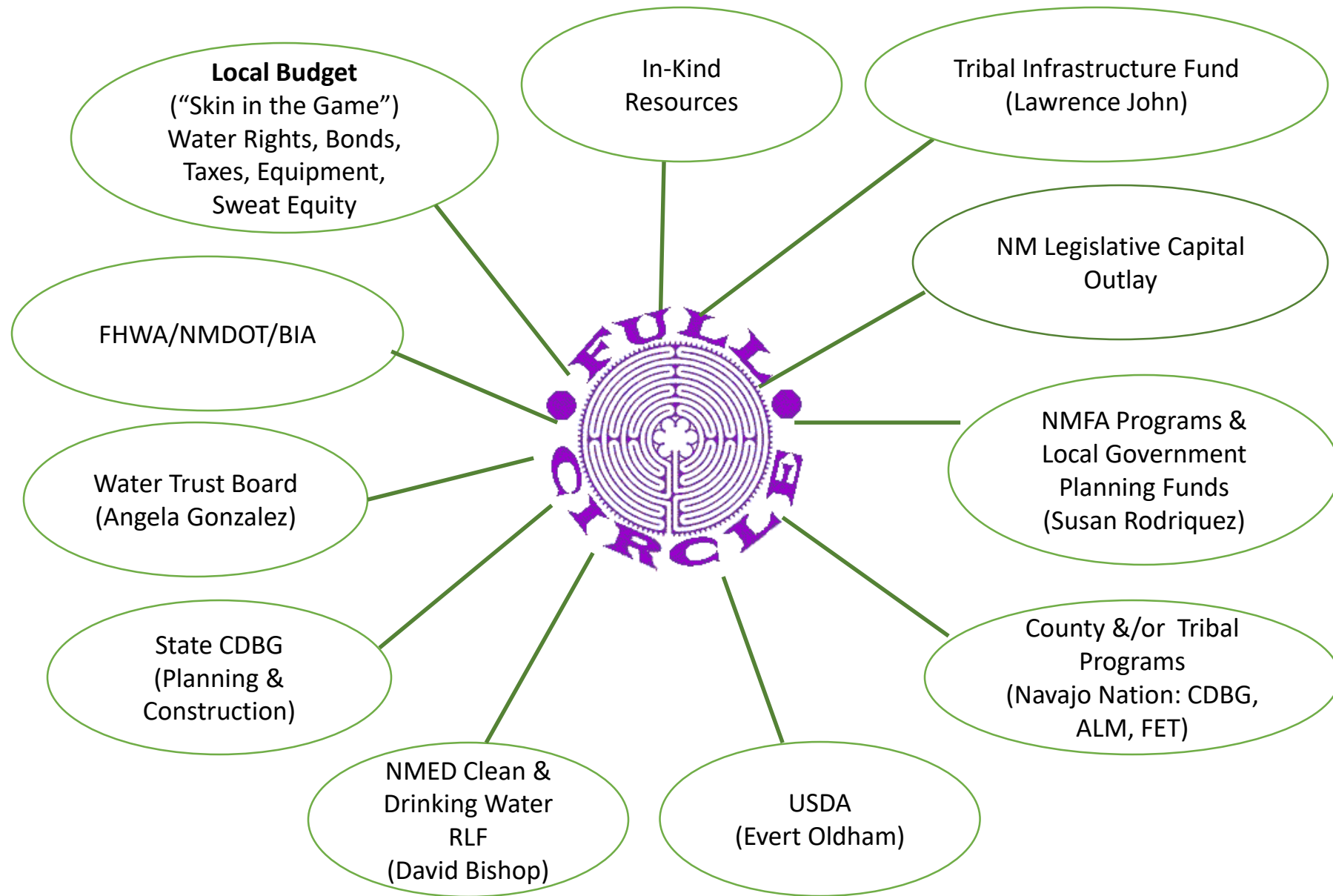
PROJECT PRIORITIZATION CONSTRUCT



PRIORITIZATION

PRIORITIZATION
SHOULD BE BASED
ON THE
SHARED VISION AND
VALUES
OF THE COMMUNITY
SET BY THE LEADERSHIP





Key - Types of Processes, Who's Involved, and Links:

Black: General

Red: ICIP/BUDGET: Infrastructure Capital Improvement Planning/ Budgeting - Department of Finance & Administration (DFA/LGD)

Purple: CO: NM Legislative Capital Outlay Process & Senior Center Process – State Legislators & Governor's Office and ALTSD;

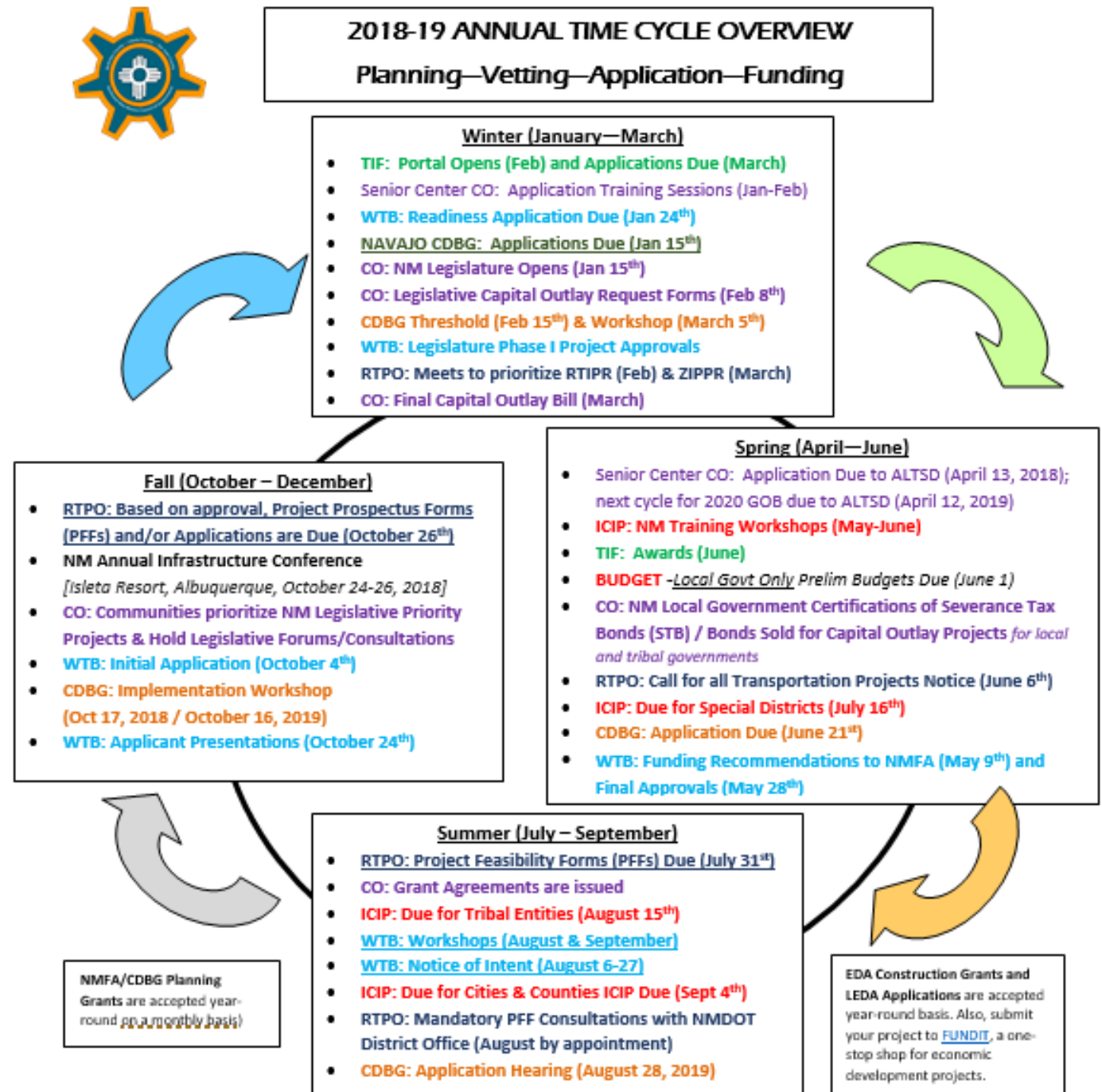
Turquoise: WTB: Water Trust Board;

Orange: CDBG: Community Development Block Grant;

Dark Blue: RTPO: Transportation – NM Department of Transportation (only done once every two years, next cycle June 2018)

Green: TIF: Tribal Infrastructure Fund;

UPDATED: 5/22/2019;
Dates Subject to Change



Coaches: Who do we ask?

Indian Affairs Department/Tribal Liaisons	Lynn Trujillo, Cabinet Secretary Lawrence John, TIF Coordinator (Each State Department has a Liaison)
Rural Community Assistance Corporation (RCAC)	Blanca Surgeon , Liz Bernal
NW Council of Governments	Evan Williams, Executive Director Robert Kuipers , Carrie House , Angelina Grey
NM Department of Finance/ Local Government Division	ICIP: Carmen Morin CDBG: Steve Lacy Capital Outlay: Welsey Billingsley , Tonantzin Roybal
Navajo Nation Division of Community Development CPMD, Projects Management, Administrative Service Centers	Casey Begay, Manager Benjamin Cowboy, Ima Julian, Elmer Johnson
	James Adakai, Acting Department Director Johnny Johnson, Sharon Jackson, Eliza-Beth Washburne
NM Environment Department (NMED)	David Bishop, Project Manager
Senior Centers	Barbara Romero (State), Bernice Wheeler (Navajo)
Other Entities like Yours (Role Models)	Chapter CSC, Office Managers

Know the Game: Legislative Capital Outlay Process

- Dates: mid-January
 - 2019: 60 days – starts January 15th
 - 2020: 30 days - starts January 21
 - 2021: 30 days - starts January 19
- Sources:
 - Severance Tax Bonds – Capital Projects/Infrastructure
 - General Obligation Bonds – (even years only)
 - Seniors, Libraries, Schools, & Universities
 - *General Fund*
 - *Senior Center Capital Outlay – January Trainings for FY20 Applications*
- Broken down between Executive & Legislature (\$450M) – 2019
 - Executive (1 Governor) = \$147M
 - Senate (42 Members) = \$3.5M per member
 - Representative (70 Members) = \$2.1M per member
- LCS Capital Outlay Forms – **due on or before January 31st, 2020**
 - LCS Form - https://nmlegis.gov/Publications/Capital_Outlay/capital_request_form.pdf
- Executive Order 2013-006 – budget, audits, quarterly reports

Legislative Capital Outlay Process #2

- Legislative Website is a powerful tool: www.nmlegis.gov
- LCS Capital Outlay Forms – **due on or before January 31, 2020**
Legislative Council Service Form -
<http://www.nmlegis.gov/lcs/lcsdocs/capital%20request%20form.pdf>

**LEGISLATIVE COUNCIL SERVICE
54TH LEGISLATURE - FIRST SESSION - 2019
CAPITAL OUTLAY REQUEST FORM (revised 7/18/18)**

This form is designed to assist you in describing your proposed capital outlay project. Please provide complete and accurate information. You may be asked to provide copies of the request form with supporting documentation to sponsors, other legislators and committees. It is important to include up-to-date project contact information in the event that questions arise regarding the request.

EACH CAPITAL OUTLAY REQUEST MUST BE SIGNED BY THE SPONSORING LEGISLATOR.

A separate, signed form is required for each legislative sponsor.

Forms must be submitted to the Legislative Council Service capital outlay office by:

5 p.m. on Monday, February 11, 2019.

DOCUMENTATION REQUIREMENTS

Capital assets must be owned by the state or a political subdivision of the state. If the asset will be leased to another organization, the owner will be asked to certify that the item is leased at fair market value and that the asset will be properly maintained prior to the release of funding.

Economic development projects that represent a public-private partnership under the Local Economic Development Act require local or regional government approval and a project participation agreement in accordance with ordinances adopted pursuant to that act.

REMEMBER TO GIVE A COPY OF THE COMPLETED REQUEST TO EACH SPONSOR AND
RETAIN A COPY FOR YOUR FILES.

**LEGISLATIVE COUNCIL SERVICE
54TH LEGISLATURE - FIRST SESSION - 2019
CAPITAL OUTLAY REQUEST FORM**

Legislative Sponsor: _____
(Be sure to submit a separate signed Capital Outlay Request Form for each legislative sponsor.)

Sponsor's Signature: _____

Legislative Aide: _____ Phone: _____ Email: _____

Project Contact: _____ Phone: _____ Email: _____
(If additional information is needed regarding the project, it is important to have a current point of contact.)

PROJECT DESCRIPTION

1. TOTAL cost for the project or this phase of the project: \$ _____
(Individual legislators may fund part or all of this cost during the funding phase that follows the request deadline.)

2. Brief Project description (please specify the proposed use of capital funds, such as "to plan, design and construct a multipurpose center"; "to design and construct a dam"; or "to purchase and equip a vehicle"):

3. Location of this project (city, town, school district, chapter, pueblo): _____

4. County in which the project will be located: _____

5. Entity requesting funding for this project: _____

6. Fiscal agent (entity to receive funding) for this project (only the state or political subdivisions of the state are eligible to receive funding): _____

7. Entity that will own the project upon completion: _____

8. Is the project: YES NO N/A
a public school project that is included in a **Facilities Master Plan (FMP)**? _____
a local government project that is included in the local **Infrastructure Capital Improvement Plan (ICIP)**? _____

9. If the project is included in the ICIP, please provide the ICIP identification #: _____

PROJECT BUDGET

Please provide a breakdown of the total estimated project cost, including completed phases of the project:

	COMPLETED	UNCOMPLETED	TOTAL
Planning:	\$ _____	\$ _____	\$ _____
Design (Architectural/Engineering):	\$ _____	\$ _____	\$ _____
Construction:	\$ _____	\$ _____	\$ _____
Land Purchase:	\$ _____	\$ _____	\$ _____
Equipment:	\$ _____	\$ _____	\$ _____
Rights of Way/Easements:	\$ _____	\$ _____	\$ _____
Other (specify _____):	\$ _____	\$ _____	\$ _____
Other (specify _____):	\$ _____	\$ _____	\$ _____
Other (specify _____):	\$ _____	\$ _____	\$ _____
Total Estimated Cost:	\$ _____	\$ _____	\$ _____

Please list PRIOR FUNDING SOURCES for the project:	YEAR	AMOUNT
_____	_____	\$ _____
_____	_____	\$ _____

Please list any MATCHING FUNDS secured for the project:	AMOUNT
_____	\$ _____
_____	\$ _____

OTHER INFORMATION

Will the project:	YES	NO	N/A
eliminate health or safety hazards or other liability issues?	___	___	___
address federal, state or local judicial mandates or requirements?	___	___	___
prevent or correct deterioration of capital asset(s)?	___	___	___
address issues of population or client growth?	___	___	___
be constructed on state-owned property?	___	___	___

Has the project:	YES	NO	N/A
been designed to be energy efficient?	___	___	___
received public input and endorsement?	___	___	___
planned for future operational costs?	___	___	___
acquired land for the project? (land owner: _____)	___	___	___

Can the project:	YES	NO	N/A
be successfully phased, so that each phase will be operational?	___	___	___
be completed with this legislative appropriation?	___	___	___

If the project is located in a major metropolitan area (Albuquerque [including Los Lunas], Santa Fe, or Las Cruces) and will serve a state agency or facility, is the project in compliance with the state master plan for that area?	YES	NO	N/A
_____	___	___	___

Proposed project start date: _____

If the capital asset will be leased to another organization, please submit a letter from the fiscal agent identifying the owner of the asset (capital assets must be owned by the state or a political subdivision of the state) and certifying that the asset will be leased at fair market value and appropriately maintained.

If the project is a local economic development project representing a public-private partnership under the Local Economic Development Act, please submit a copy of the project participation agreement between the private entity and the applicable local or regional government.

Keys to the Game:

- Legislative Language is Critical
- Do your homework
- Try and try again
- Get into Plans
- Learn and Be the Buzz Words – Talk the Talk; Walk the Walk:
(Regional, Project-Ready)
- Cut & Paste
- Be a Fierce Advocate
- Regional Funders' Roundtable – Bring the Money to You
- Be Accountable for Money You Get

Trends:

- Regionalize
- Need vs. Ready
- Finish What You Start

NORTHWEST NEW MEXICO COUNCIL OF GOVERNMENTS

106 W. Aztec Avenue

Gallup, NM 87301

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Developing a Community Grant Program

"10 Steps for Setting Up a AWESOME Community Grant Program"

1. Review the Community's Master Plans, Land Use Plans, **Comprehensive Plan and ICIP priorities**.
2. Meet with **Department Heads or key officials and staff** to determine and prioritize needs, projects, and goals.
3. Meet with the **Council of Governments**.
4. Produce and review a list/database of **current grants and past applications** that were applied and/or awarded.
 - Get copies of application and produce a database including all partners in those grants.
 - Determine an average success/win rate over last five years that you can compete with or measure yourself against.
 - Probably can start with Manager or Grants and Contracts personnel, if one exists.
5. Develop a stellar but boilerplate **introduction** that can be used for any and all grants proposals to explain where you are and who you are.
6. Compile all **general background, contact, and grant information including** all Federal and State tax questions, [DUNS#](#), user names, and passcodes.
7. **Funding Opportunities:** Look at NM [Catalog of Assistance](#) (outdated but some usefulness still) and use [Grants.gov](#) and check daily for opportunities and create customized searches and notifications.
8. Institute a **grant research and management system** [[eCivis.com](#)] or free system with webinars, emails, and free sites
9. **Self-Training and powerpoints** on grantwriting tips: <http://www.slideshare.net/>
10. Intervene other like communities and long-term, successful grantwriters to **steal** what they do, templates and winning applications, success they have had, and funding sources that they pull in that yours doesn't.

Roll out your sleeves and learn from your mistakes.

Finance Development

Overview
LEDA
FUNDIT
New Market Tax Credits
EB-5
NM Credit Enhancement Program
Rural Efficient Business Program
Opportunity Zones

New Mexico FUNDIT

<https://gonm.biz/>

FUNDIT was created to assist communities in accessing financing from a group of agencies simultaneously. This collaboration saves time and duplication, improves the effectiveness of project review and support, and ensures strategic investments with public resources.

[Download Application](#)
[Or Complete Application Online](#)

Agencies represented in FUNDIT:

- Capital Outlay Unit, New Mexico Department of Finance & Administration
- Local Government Division, New Mexico Department of Finance & Administration
- New Mexico Councils of Governments/NewMARC
- New Mexico Economic Development Department
- New Mexico Environment Department
- New Mexico Department of Indian Affairs
- New Mexico Finance Authority
- New Mexico Energy, Minerals & Natural Resources Department
- U.S Small Business Administration
- U. S. Department of Agriculture, Rural Development
- New Mexico Mortgage Finance Authority
- New Mexico Department of Transportation

Eligible projects include:

- Business development such as incubators, industrial parks
- Community development such as feasibility studies, comprehensive plans
- Infrastructure development such as capacity increase, update or replace current
- Housing where there are critical shortages
- Downtown revitalization



FUNDIT Webinars

Explore How the 2020 Census Will Affect Grant Application Data

[Watch the recording](#)

Exploring USDA's Funding Opportunities

[Watch the recording](#)

Demystifying the New Markets Tax Credit Program

[Watch the recording](#)

Exploring the Department of Transportation's Funding

GRANT LOCATORS:



May 17, 2019

Human Environment Digest

Welcome to the Federal Highway Administration (FHWA) Office of Human Environment biweekly email digest. This digest shares the latest information from a range of Federal and non-Federal sources, addressing transportation and its relationship to the human environment. Through this information exchange, FHWA hopes to foster dialogue at all levels and continue to further the state of the practice on these important topics in support of safety; infrastructure, including accelerated project delivery, access to jobs, and community revitalization; technology and design innovation; and accountability, including, data-driven decisions and performance-based planning.

For more information on any of these topics, see the FHWA Related Links on the sidebar.

Click [here](#) to manage your subscriptions.

Email Subscriptions

**GROWING STRONGER ECONOMIES
IN OUR NATION'S COAL COMMUNITIES**

A Bi-weekly Update from the National Association of Counties and the National Association of Development Organizations

Welcome to the latest issue of "Growing Stronger Economies in Our Nation's Coal Communities." This curated bi-weekly newsletter is a joint resource from the [National Association of Counties \(NACo\)](#) and the [National Association of Development Organizations \(NADO\) Research Foundation](#). NACo and NADO RF are collaborating on a POWER technical assistance grant generously provided by the [U.S. Economic Development Administration's Denver Regional Office](#). This newsletter provides a national perspective on diversification efforts in coal communities, resources and funding opportunities, and upcoming events and trainings to support your work in a variety of areas to improve economic development, infrastructure, and quality of life in your region. It is delivered every other Wednesday.

Content Wanted! Have a news story or event that you would like featured in our newsletter? Send an e-mail to Brett Schwartz at bschwartz@nado.org. We welcome your feedback on content and ideas and encourage you to share this newsletter with your colleagues and partners. Thanks for reading!

[Click here to subscribe](#)

Economic Diversification News

Convenience Comes to Federal Grants

Download the Grants.gov Mobile App to search and submit on the go.

Download on the App Store | GET IT ON Google Play



THE GRANT PLANT INC.

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Grant Finders

UPCOMING GRANTS

The following are upcoming grant deadlines available to New Mexico nonprofit organizations. If you'd like to contract with The Grant Plant to apply for an opportunity of interest to your organization, please [contact us](#).

Receive Daily Email Alerts of New Grant Opportunities:

[SIGN UP](#)

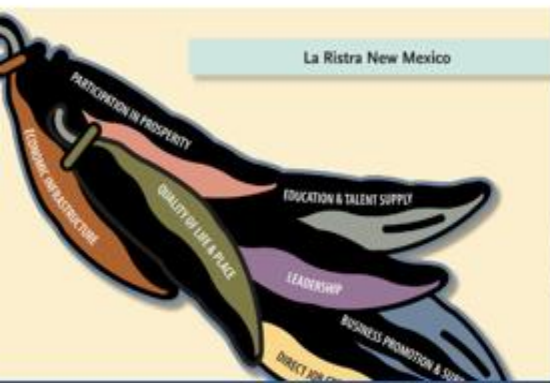
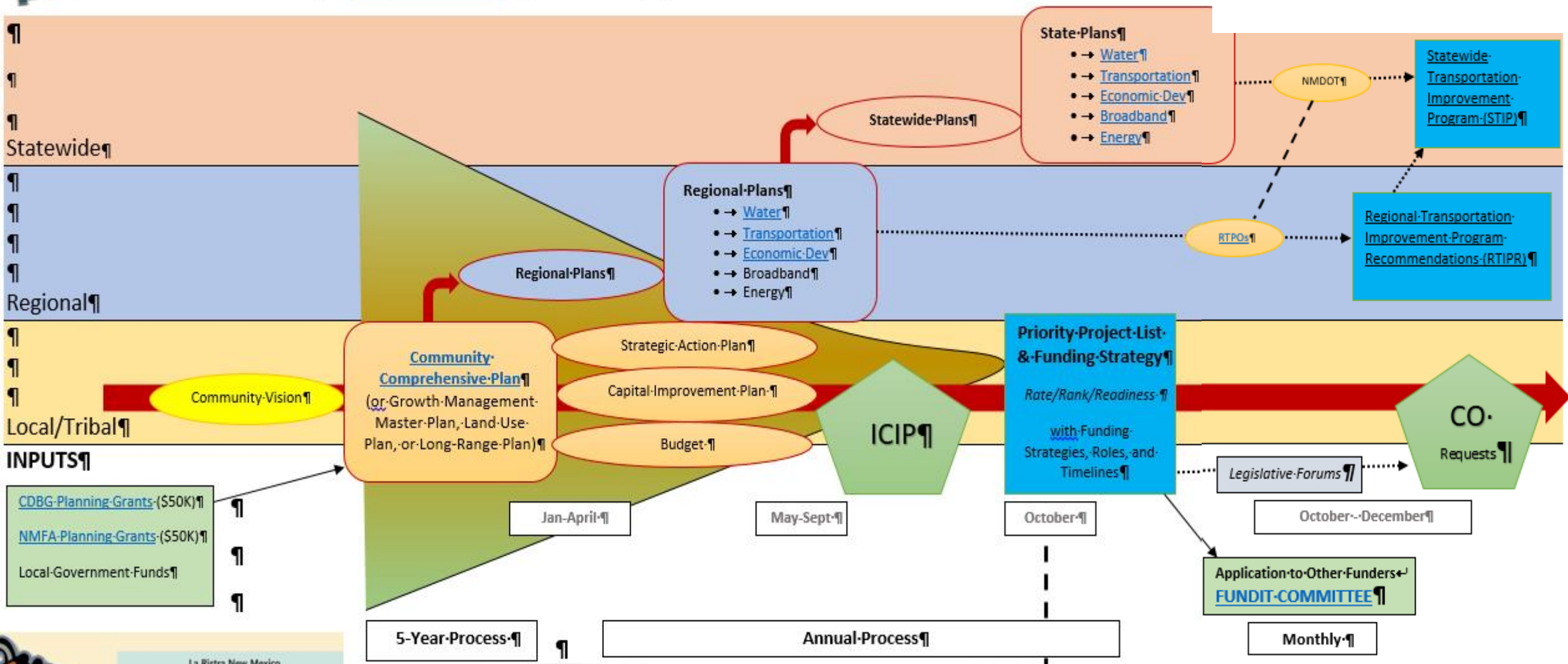
Or [Login](#) if you are already a member.

Please note: This grants calendar is a service provided by The Grant Plant, Inc. The Grant Plant, Inc. is not affiliated with any funders listed on this grants calendar and is not responsible for the application/award process provided by the funders listed therein. While all efforts are made to ensure content is up to date, deadlines, contact information, and application criteria should always be verified at the grantmaker's website.

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Deadline	Title	Category
May 22, 2019	U.S. Department of Justice: Implementing the Prison Rape Elimination Act	Criminal/Juvenile Justice

Planning & Projecteering Systems Map



PLAN-IT

(COG are contracted by LGD to support governments through the planning process including CDBG, ICIP, and Regional Planning. With available resources and capacity, several COGs can perform planning services and outcomes directly.)

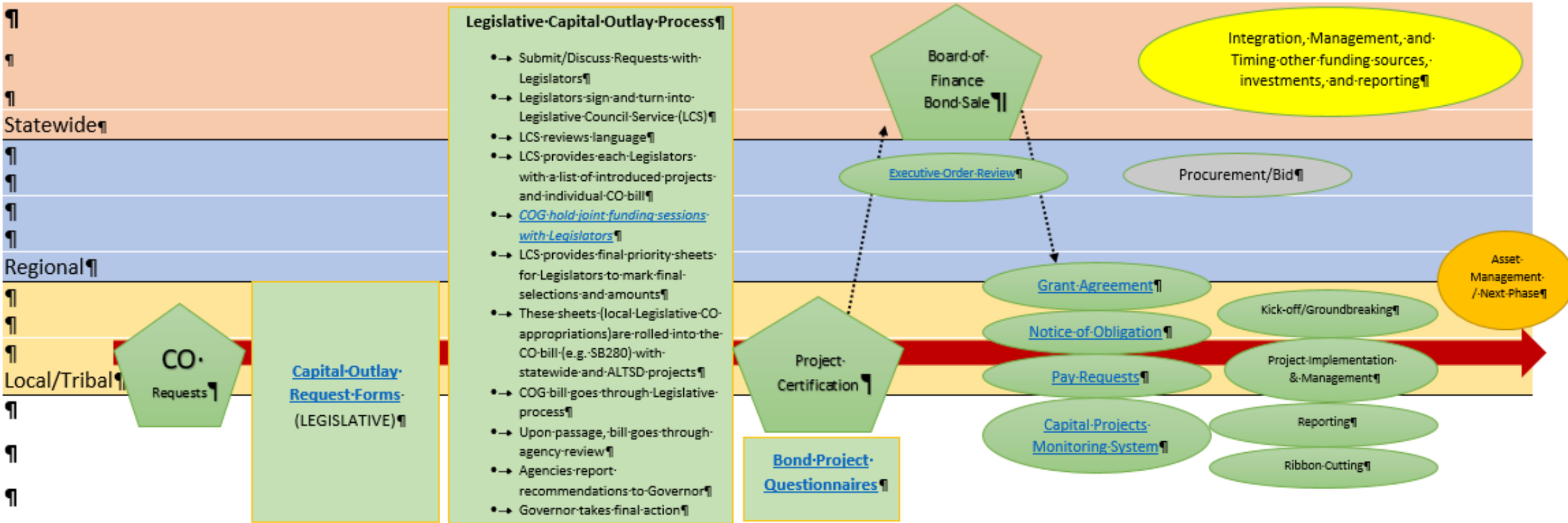
VET-IT

(COG is capable of vetting and prioritizing projects through various facilitation methods and scoring criteria, and are masters of available of funding programs and tailoring a funding strategy to each jurisdiction)

FUNDIT

(COGs are a valuable teamwork to position projects and applications for success and technical assistance providers in applications. Legislative Forums are done by several COG in a manner and level that works)

Funding and Project Implementation Systems Map



Jan-April | May | June | July-December

FUND IT
 (COGs are a valuable teamwork to position projects and applications for success and technical assistance providers in applications. Legislative Forums are done by several COG in a manner and level that works)

BUILD IT
 (COG are involved to levels of degree in implementing projects especially planning, design, and readiness/clearance stages on many projects. COGs have project and grant management experience to assist members.)

REPORT IT
 (COG are contracted to serve as alternate fiscal agents and assist in CPMS, pay requests, and all other parts of the implementation and reporting process)



Contact Information:

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