



NEW MEXICO
FINANCE AUTHORITY

Opportunity Enterprise Commercial Development Project & Financing Application - Part 2

Information obtained by the NMFA regarding applicants for enterprise assistance or housing assistance is confidential and not subject to inspection pursuant to the Inspection of Public Records Act, Section 14-2-1 to 14-2-12, NMSA 1978 (“IPRA”), provided that nothing shall prevent the NMFA from disclosing certain information, including non-confidential portions of the application, as permitted by the Opportunity Enterprise and Housing Development Act, Section 6-34-1 to 6-34-15, NMSA 1978, as amended and supplemented from time to time.

The application can be saved and returned to at a later date for completion. Simply scroll to the bottom and select "Save for Later."

Projects will be reviewed and scored based on criteria as described in the OERB Evaluation and Prioritization Policy. Applicants may receive up to 100 points.

Community Impact (35 points)

COMMUNITY SUPPORT (Up to 10 points)

Please describe the potential quality of life improvements for residents in areas that are in close and direct proximity to the enterprise development project.*

Select the documents that you will attach to provide evidence of Community Support (select all that apply)*

- Letters of Support
- Public Meeting Records
- Public Meeting Resolutions
- Zoning Certificate
- Community Engagement Survey
- None
- Other

Attach documents for each selection at the end of the application.

ENVIRONMENTAL IMPACT (Up to 5 Points)

Please describe the expected positive and negative environmental impacts of the enterprise development project. Positive impacts should relate to energy efficiency, water conservation, waste reduction, LEED certification, or other sustainability goals. If applicable, describe mitigation plans for any negative impacts.*

Have you completed an environmental impact assessment?*

--select an item-- ▼

Environmental Impact Categories (select all that apply)*

- Water Conservation
- Water Reclamation
- Waste Reduction
- Environmental Project
- Silver LEED Certification or higher
- Basic LEED Certification
- Minimal Environmental Impact
- Other
- None

Attach documents for each selection at the end of the application.

TOTAL SQUARE FOOTAGE OF PROJECT (Up to 10 points)

Total Square Footage

TRAINING AND APPRENTICESHIP (Up to 5 points)

Points will be awarded to projects that hire participants from registered New Mexico apprenticeship programs or other approved construction/trades training programs.

Will the enterprise development project participate in any apprenticeship or training programs?*

REDEVELOPMENT (Up to 5 points)

Please describe how the enterprise development project contributes to local community revitalization. If possible, specify revitalization as it relates to adaptive reuse, redevelopment of vacant facilities, infill development, and reduction of blight.*

Redevelopment Categories*

Adaptive Reuse

Redevelopment of Vacant Facilities

Infill Developments

Reduction of Blight

None

N/A

1. To continue, please check the box. Or you may select "Save for Later" below.



Location and Building Type (Up to 25 points)

PROJECT LOCATION (Up to 20 Points)

Projects may be awarded up to 20 points based on location (Rural or Urban) and investment amount.

“Rural” means census places in New Mexico with a population less than 60,000 not including Class H counties.

“Urban” means census places in New Mexico with a population of 60,000 or more and Class H counties.

Select the location description that most closely matches the project's location.*

--select an item--

BUILDING/BUSINESS TYPE (Up to 5 Points)

Building/Business Type*

Retail Development

2. To continue, please check the box. Or you may select "Save for Later" below.



Applicant Need and Readiness (25 points)

DEVELOPMENT TEAM QUALIFICATIONS (Up to 5 points)

Experience and management team summary*

Please provide an executive summary of similar projects undertaken by the management team. Include actual results of meeting timeline and budget expectations. Attach bios of management team below.

Number of Management Team Members*

--select an item--



LEVERAGING OF PRIVATE CAPITAL (Up to 10 points)

Leveraging of Private Capital

Total OE Funding is up to 25% of the total project costs

Projects leveraging private investment and not overly dependent on public funding can earn maximum points.

PROJECT READINESS (Up to 5 points)

Select the item that best describes the status of site control.*

Currently Control Site

Will Control within 90 days

Site Control not Expected within 90 days

Please describe

Are the final scope and cost estimates complete?*

--select an item--▼

If awarded funds, approximately how many months are needed to be prepared to close the loan agreement?*

Within 3 Months of Award▼

Select from the list of documents available to support the project readiness. You will upload at the end.

Financial Soundness Evidence*

- Business License
- Building Permit
- Feasibility Study/Market Analysis
- Re-zoning Permit
- Phase 1 Site Assessment
- Phase 2 Site Assessment
- Other Regulatory Document
- Executed Contractor Agreement
- Builder's Contract
- Site Plan
- Project Design
- Budget
- Other
- None

Zoning Authority (Up to 5 points)

Is the property currently zoned with appropriate zoning authority for the proposed project?*

Zoning Authority description - Please explain*

Do you want to upload additional Zoning Authority documentation?

3 To continue, please check the box. Or you may select "Save for Later" below.



Project Designation (10 points)

TARGET INDUSTRY (5 points)

The applicant may earn 5 points if the project will support one of the nine targeted industries as identified in the NM Economic Development Department's strategic economic development plan.

Industry*

Aerospace ▼

Aerospace NAICS*

--select an item-- ▼

Does your project fit into multiple target industries?*

--select an item-- ▼

ECONOMIC DIVERSIFICATION (5 points)

Will the project contribute to diversification of an economy that is currently dependent upon environmentally and unsustainable industry?*

N/A ▼

4 To continue, please check the box. Or you may select "Save for Later" below.

Commercial Development Financing Section

Company Structure - Please provide information regarding owners and guarantors.

Are there owners of the business other than the primary contact?*

--select an item-- 

Ownership and Roles (20%+ ownership)

Include all additional owners who have 20% or more ownership by using the "+add owner" button.

Each owner 20%+ will attach a personal financial statement.

When you add another set, the information from the previous will prefill. Replace the information with another owner's information.

If the additional owner is an organization, please enter the name and contact information for an official of the organization, and then enter name and other details of the organization in the box below the Owner's Title.

First Name*

Last Name*

Additional Owner Phone*

Additional Owner Email*

Mailing Street Address*

City*



State (no abbreviations)*

Zip Code*



Please enter the percentage of business ownership*

%

Please enter the additional owner's title*



If applicable, please enter organization name and other details of the ownership by an organization to which the person above belongs.

[add owner](#)

Guarantor(s)

How many guarantors do you have?*



Owners and Guarantors Complete



Business and Project Planning

A 5-year business plan is required as part of the financing application process. Please answer the following, and upload at the end of the application.

Was the business plan written by a third party consultant or in-house?*

--select an item--



Please indicate whether the plan contains the following components. Select all that apply.*

Profit and Loss

Statement of Cash Flows

Balance Sheet

Select other sources of funds from the list below.

Other Funding Sources:

Owner Equity

Documented In-Kind

Bank Financing

Federal Funding

State Funding

Local Government Funding

Other Public Capital

Other Private Capital

Total Other Sources*


\$

Summary of all sources of funds*

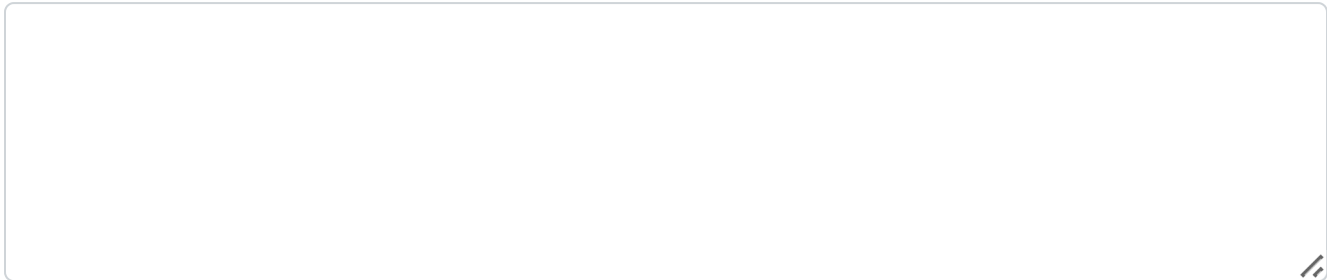
For each source of funds, list the name of the funder, the dollar amount, and whether funds are committed or anticipated.



Are all additional funds secured?*


--select an item-- 

Please describe*



In the field below list the estimated use of all funds such as land, infrastructure, materials and construction and their associated amount.

Total Sources and Uses Description*

Land: \$Amount
Infrastructure: \$Amount
Materials: \$Amount
Construction: \$Amount 

Required Financial Information

All projects are required to submit a Feasibility Study/Market Analysis as part of the Financial Application.

In addition to the required Feasibility Study/Market Analysis, answer the questions below and select the documents that will be available to upload.

Is the business existing or a special purpose entity?

--select an item-- 

Please indicate the various financial documents that you have available. You will attach them at the end.*

- Current Balance Sheet
- Current Quarter Year to Date Profit & Loss
- Most Recent Fiscal Year End Balance Sheet
- 2020 Profit & Loss or Audited Financial Statements
- 2021 Profit & Loss or Audited Financial Statements
- 2022 Profit & Loss or Audited Financial Statements
- 2023 Profit & Loss or Audited Financial Statements
- No Applicable Financial Documents

Are Financial Statements Audited?*

Business Tax Returns Available*

- 2020 Business Tax Return
- 2021 Business Tax Return
- 2022 Business Tax Return
- 2023 Business Tax Return
- No Tax Returns

Do you have documentation to demonstrate the OERLF is necessary to fill a funding gap? If so, you may upload the documentation at the end of the application.*

Does the applicant have any outstanding debt?*

5. To continue, please check the box. Or you may select "Save for Later" below.



Please gather all required documents in a PDF format before beginning this section.

Please attach all documents at the same time. You cannot save and return from this point forward.

Community Impact Documents

All files must be in PDF format.

Environmental Impact Document(s)*

Add File...

Job Creation and Employment Documents

Need and Readiness Documents

Financial Application Documents

Feasibility Study/Market Analysis*

Add File...

Opportunity Enterprise Program Application Certification

By submitting this application for an opportunity enterprise development project, the undersigned hereby certifies the following:

- 1. I am duly authorized to act on behalf of the Opportunity Enterprise Partner, and to submit all documents pertaining to the Opportunity Enterprise Project Application.**

2. All documents submitted in support of the Opportunity Enterprise Partner's Opportunity Enterprise Project Application are true and accurate to the best of my knowledge.

3. All statements and certifications made in the Opportunity Enterprise Project Application are true and accurate and, to the best of my knowledge, conform with all policy guidelines.

By checking this box, I understand and agree that the NMFA is entitled to rely on all of the certifications made in this Opportunity Enterprise Project Application.

Full Name *



Date *

Please rate your application experience

How would you rate your experience with this application? 10=Excellent/Easy, 1=Terrible/Difficult*

- 10
- 9
- 8
- 7
- 6
- 5
- 4
- 3
- 2
- 1

Please add any suggestions or comments about your experience with the application.

*** - required**

Save for Later

Submit

Resources

[How to reduce PDF file size \(https://www.nmfinance.com/wp-content/uploads/2020/08/Reducing-your-PDF-file-size.docx\)](https://www.nmfinance.com/wp-content/uploads/2020/08/Reducing-your-PDF-file-size.docx)

Target Industry NAICS Codes (<https://www.nmfinance.com/wp-content/uploads/2024/01/NAICS-Codes-Target-Industries-for-OE.pdf>).

Commercial Development Program Policy (<https://www.nmfinance.com/wp-content/uploads/2025/02/OE-CD-OEHDRB-evaluation-policy-1-16-25.pdf>).