



Growing Communities *and* Returns™

Leadership and Governance

One of NMCC's greatest assets is the expertise and commitment of its Board of Directors, Investment Committee and Advisory Board.

Management

NMCC's team is comprised of highly skilled and dedicated professionals with over a century of collective experience. Information about these individuals is available on our website.

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NEW MEXICO COMMUNITY CAPITAL

New Mexico Community Capital (NMCC) improves the lives of New Mexicans, particularly in rural and economically underserved areas, by investing in New Mexico businesses – helping companies prosper and contribute to their communities. NMCC delivers on its mission through two operating arms: NMCC Investment Fund and NMCC IMPACT-NM Business Growth Services. Our objectives:

- Help companies grow
- Create job opportunities
- Help provide employees with skills to advance
- Increase entrepreneurial capacity
- Provide a return for our socially responsible investors

NMCC Investment Fund

Growing Communities and Returns

The NMCC Investment Fund, a community development equity investment fund, invests in promising New Mexico companies, particularly those in underserved industries and locales. By providing equity or equity-like financing, the Fund indirectly makes traditional debt financing more available to these companies as well.

The Fund's goal is to make 2 - 4 investments per year, a portion of which will be outside of the Albuquerque – Santa Fe corridor. The Fund typically invests \$500,000 to \$1,000,000 in equity capital to companies that meet the following criteria:

- In business (including relocations) at least two years
- Positive cash flow and sales in excess of \$500,000
- Experienced management with material investment
- A commitment to a superior workplace environment
- A business plan that involves substantial growth in employment
- Existence of (or willingness to adopt) some independent governance

The \$14.65MM fund commenced operation on May 17, 2005. By December 2007, it had placed over 50% of its investable funds (including reserves) in six companies. The Fund is actively seeking investments in a wide range of industries, including:

- Sustainable energy and environmental remediation
- Consumer products
- Food processing
- Light manufacturing
- Artisan and tourism-focused products & services
- Consumer and business services

IMPACT-New Mexico Business Growth Services

Strengthening Communities One Business at a Time

IMPACT–New Mexico, NMCC's Business Growth Services arm, helps New Mexico companies improve their ability to obtain needed financing and accelerate growth. IMPACT–New Mexico takes a unique approach:

- Expertise delivered by staff, a network of business associates and volunteers with significant management-level, private-sector experience
- Service delivery at the customer site
- A focus on execution
- A long-term approach that recognizes that building strong companies requires stamina and patience
- An entrepreneurial style that abhors bureaucracy and recognizes the limited capacity in small companies
- A somewhat risk-tolerant financial model in which some of IMPACT–NM's service delivery costs are borne by its clients based on performance and capacity

NMCC also monitors, assesses, and reports on the social and community impacts of its work.

Success to Date

NMCC and IMPACT–NM have already helped several New Mexico companies expand. Learn more about NMCC's investment portfolio at www.nmccap.org. Or, read several case studies on IMPACT–New Mexico's business growth services. Currently, NMCC's Fund and IMPACT–NM both have a strong pipeline of promising investment and advisory candidates.