



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.

#### President, IMPACT–NM: John Rice

(505) 924-2824  
mailto:johnr@nmccap.org

#### Fund Managing Director: Tom Keleher

(505) 924-2825  
mailto:tkeleher@nmccap.com

#### IMPACT–NM Sustainable Business Services: Leslie Elgood

(505) 924-2826  
mailto:leslie@nmccap.org

#### Contact Information:

New Mexico Community Capital  
P.O. Box 1302  
1115 S Camino del Pueblo  
Bernalillo, NM 87004

Office: (505) 924-2820  
Toll-free: (866) 222.1552  
Fax (505) 213-0333  
www.nmccap.org

# 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 Sustainable Business Services (IMPACT-NM). 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 investment capital fund, provides equity capital to promising New Mexico companies, typically in locales and sectors in which this type of capital is not otherwise available. 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 substantial portion of which will be outside of the Albuquerque – Santa Fe corridor. The Fund provides \$250,000 to \$1,000,000 in equity capital to companies that meet the following criteria:

- 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
- A commitment to a superior workplace

The \$13.5MM fund commenced operation on May 17, 2005. By February 2007, it had placed approximately 30% of its investable funds (including reserves) in four 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

## Sustainable Business Services: IMPACT–New Mexico

*Strengthening Communities One Business at a Time*

IMPACT–New Mexico, NMCC's Sustainable Business 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](http://www.nmccap.org). Or, read several case studies on IMPACT–New Mexico's sustainable business services. Currently, NMCC's Fund and IMPACT–NM both have a strong pipeline of promising investment and advisory candidates.