



New Mexico  
Small Business Investment Corporation

2022 Annual Report

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Joseph H. Badal  
*Board Chair and President*  
New Mexico Small Business  
Investment Corporation



September 23, 2022

The Honorable Michelle Lujan Grisham  
Office of the Governor  
490 Old Santa Fe Trail, Suite 400  
Santa Fe, New Mexico 87501

Dear Governor Lujan Grisham:

On behalf of the members of the Board of Directors of the Small Business Investment Corporation, doing business as the New Mexico Small Business Investment Corporation (“NMSBIC”), I want to thank you for entrusting us to represent this important organization and giving us the opportunity to serve our state.

The NMSBIC was formed in 2001 by the Small Business Investment Act, NMSA 58-29-1 et. seq., to create new job opportunities and to support the small business community statewide and is funded by an allocation from the Severance Tax Permanent Fund pursuant to NMSA 7-27-5.15. Upon receipt of the independent audited financial statements, the NMSBIC Board of Directors is charged with reporting the organization’s financial results to you in accordance with the provisions of the Act. The enclosed report is intended to serve that purpose. A copy of the independent auditors’ report, including a Communication of No Material Weaknesses, for the NMSBIC’s fiscal year ended June 30, 2022, is also enclosed.

The NMSBIC Board of Directors (the “Board”) is comprised of two members appointed in 2011, one member appointed in 2013, three members appointed by you in 2022, and the State Treasurer who holds a permanent seat on the Board. The Board members have reviewed the organization’s investment history and implemented a strategy focused on expanding the NMSBIC’s lending program. The enclosed report includes observations regarding past activities and actions taken by the Board to strengthen and grow the NMSBIC. Highlights of the report are as follows:

- As a result of the passage of Senate Bill 10 in the 2019 Legislative Session, signed by you, the NMSBIC received \$57.8 million in additional funding from the severance tax permanent fund in January 2020. Receipt of the additional funds was timely and provided the NMSBIC with resources to rapidly respond with lending programs, including the NMSBIC COVID-19 Lending Program and the NMSBIC PPP Lending Program, to support New Mexico small businesses impacted by the COVID-19 crisis. The NMSBIC’s COVID-19 response started in March 2020, and continued through the fiscal year ended June 30, 2022, as detailed in this report.
- The organization continues to focus on expanding its lending program, which delivers proven results in creating new jobs, as reported in a 2017 impact analysis report from the Bureau of Business and Economic Research. As loans are repaid, the funds are recycled and loaned to other small businesses, which in turn, create more new jobs.

- Since inception, the NMSBIC has supported 23,337 jobs in New Mexico, with 6,937 loans to small businesses, in 31 out of 33 New Mexico counties.
- During the most recent twelve months, 65% of the NMSBIC's loans were made to minority-owned businesses, and 37% were made to women-owned businesses.
- The change in net assets for the year was positive \$16.8 million.
  - After subtracting the contribution from the severance tax permanent fund of \$17.9 million, the organization had an operating loss of \$1.0 million. The operating loss resulted from a \$1.5 million market value loss on an investment held with the State Investment Council. While this investment is subject to market value changes, over several years it has provided a net-positive return for the NMSBIC.
  - The NMSBIC Board has been successful in implementing a strategy to achieve and maintain self-sufficiency through expanding its lending program, with interest income from loans exceeding operating expenses. The NMSBIC maintained this self-sufficiency even through the COVID-19 crisis.

On behalf of the members of the Board, I am pleased to report the actions we have taken to continue to move the organization forward in a positive direction. We are committed to building a viable and sustainable structure to enable the NMSBIC to fulfill its mission of stimulating the state's economy and sustaining and creating jobs throughout New Mexico, while preserving the NMSBIC's capital.

Respectfully submitted,

Joseph H. Badal  
Board Chair and President



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*Board Chair and President*  
New Mexico Small Business  
Investment Corporation



September 23, 2022

The Honorable Patricia A. Lundstrom, Chair  
New Mexico Legislative Finance Committee  
325 Don Gaspar, Suite 101  
Santa Fe, NM 87501

Dear Chairwoman Lundstrom:

On behalf of the members of the Board of Directors of the Small Business Investment Corporation, doing business as the New Mexico Small Business Investment Corporation ("NMSBIC"), I want to express our appreciation for having the opportunity to serve our state.

The NMSBIC was formed in 2001 by the Small Business Investment Act, NMSA 58-29-1 et. seq., to create new job opportunities and to support the small business community statewide and is funded by an allocation from the Severance Tax Permanent Fund pursuant to NMSA 7-27-5.15. Upon receipt of the independent audited financial statements, the NMSBIC Board of Directors is charged with reporting the organization's financial results to you in accordance with the provisions of the Act. The enclosed report is intended to serve that purpose. A copy of the independent auditors' report, including a Communication of No Material Weaknesses, for the NMSBIC's fiscal year ended June 30, 2022, is also enclosed.

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  - The NMSBIC Board has been successful in implementing a strategy to achieve and maintain self-sufficiency through expanding its lending program, with interest income from loans exceeding operating expenses. The NMSBIC maintained this self-sufficiency even through the COVID-19 crisis.

On behalf of the members of the Board, I am pleased to report the actions we have taken to continue to move the organization forward in a positive direction. We are committed to building a viable and sustainable structure to enable the NMSBIC to fulfill its mission of stimulating the state's economy and sustaining and creating jobs throughout New Mexico, while preserving the NMSBIC's capital.

Respectfully submitted,

Joseph H. Badal  
Board Chair and President

# NMSBIC HIGHLIGHTS

## 2022 FISCAL YEAR

JOB'S SUPPORTED

**23,337**

LIFE-TO-DATE

**586**

YEAR-TO-DATE

**65%**

LOANS TO  
MINORITY-OWNED  
BUSINESSES

**37%**

LOANS TO  
WOMEN-OWNED  
BUSINESSES

**31**

OUT OF 33  
NEW MEXICO  
COUNTIES SERVED

**\$49M**

LOANS  
OUTSTANDING

LOANS ORIGINATED

**\$188M**

LIFE-TO-DATE

**\$17M**

YEAR-TO-DATE

**\$120M**

TOTAL ASSETS

**\$16.8M**

INCREASE IN NET  
POSITION

**\$113M**

NET POSITION

## Small Business Success Stories

The NMSBIC, through its lending partners, made 160 loans to small businesses throughout the state during the 2022 fiscal year, totaling \$16.8 million and supporting 586 jobs. The following are examples of New Mexico small businesses that benefited from working with the NMSBIC's lending partners. These and other success stories can be found at Finance New Mexico's website: [www.financenewmexico.org](http://www.financenewmexico.org).

### DreamSpring Helps Arborists Scale to Meet Demand

Eric's Tree Care is deeply rooted in a love for all things nature. The Albuquerque-based landscaping and arborist service has been in business since 1997. And as its reputation has grown over the years, so has the range of services and scale of jobs its team of tight-knit arborists can tackle.

When Eric's Tree Care needed a larger loan to support the next chapter in the business' development, they turned to DreamSpring for capital through the Community Advantage program. A loan from DreamSpring ensured Eric's Tree Care had the tools they needed to succeed and the capacity to keep scaling to meet customer demand.



Today, the Eric's Tree Care team provides complete care from root to tree-top. They specialize in tree management advice; careful pruning and root work; removal and stump grinding; and planting services. They're also skilled in adding structural supports to trees — a technical feat where cabling or customized bracing is used to increase safety and extend the lifespan of a tree for years to come. Estimates are always free.

Even more than being able to nimbly (and safely) climb just about any tree, the Eric's Tree Care team prides itself on showing up to worksites on schedule and leaving them clean, safe and beautiful. As a result, Eric's Tree Care is one of the top-rated providers in the area, with a stream of glowing reviews pouring in from online reviews and personal customer feedback.

Through their comprehensive expertise in tree restoration and disease mitigation, Eric's Tree Care has kept Albuquerque's trees green and healthy for 25 years. And with the business bolstered by a loan from DreamSpring, they're still climbing to new heights. The sky is truly the limit.

You can learn more about DreamSpring at [www.DreamSpring.org](http://www.DreamSpring.org), and you can find Eric's Tree Service at <https://ericstreecare.com/>.



## The Loan Fund Gives New Life to Las Cruces Café

Melissa Salazar was a manager at a Las Cruces McDonald's when she and her father, Jaime Salazar, an executive chef at the Holiday Inn, took over La Nueva Casita Café, a Mexican restaurant in the Historic Mesquite District in 2005.

"My brother was driving through the neighborhood and saw the building was for rent. My dad grew up two blocks from here," said Melissa, describing downtown Las Cruces and the original township. "We applied to be occupants and the owner said there were several people who inquired about it but he thought that my dad would be the right one to carry on what his mother started."



La Nueva Casita was created in 1957 along the Camino Real, the same route that brought conquistadors from Mexico City to Santa Fe. Historians note that the path was also likely used by Indigenous people for travel years prior. Many who remain in the neighborhood are descendants of the original settlers who created Las Cruces, with some of the homes dating back to the late 1800s and early 1900s.

After a few years of growing the business, the Salazars obtained a loan from The Loan Fund to purchase the building in 2014.

The Loan Fund is a nonprofit organization that provides loans, business consulting, and training services to small businesses and nonprofit organizations that typically do not fit the lending criteria of a traditional bank.

"We wouldn't know what to do if we didn't have The Loan Fund," said Melissa. "We had applied at other banks, but we just didn't have the credit. It is a big risk, especially in the restaurant business. They gave us a chance when no one else did."

Having a digital presence on Facebook, Yelp, Trip Advisor and a Google business profile has also helped the Salazars draw new hungry visitors. The restaurant has nearly five stars on the platforms with hundreds of reviews.

"Those have really helped a lot," Melissa said, adding that they get a lot of Interstate traffic as Las Cruces sprawls along both I-10 and I-25. "It's real customers who come in and put their honest reviews on there. Word-of-mouth is always the best in promoting and it's free."

The restaurant's location in a historic district that has galleries, coffee shops, and other restaurants, has also helped business develop over the years.

Find La Nueva Casita Cafe at 195 North Mesquite Street in Las Cruces or at <https://www.lanuevacasitacafe.com/>. Learn more about The Loan Fund at <https://www.loanfund.org/>.

## Introduction

The Small Business Investment Corporation, doing business as the New Mexico Small Business Investment Corporation (“NMSBIC”), was formed by the Small Business Investment Act in 2001 to create new job opportunities and to support small businesses in communities statewide, and is funded by an allocation from the Severance Tax Permanent Fund.

## Investment Overview

The NMSBIC invests in New Mexico businesses through its lending and equity programs.

In 2011, the NMSBIC Board of Directors (“Board”) changed the organization’s strategic direction away from venture capital investments, to focus on expanding the NMSBIC’s lending program. Reasons for expanding the NMSBIC’s Lending Program were, (i) there was a shortage of traditional bank lending available to small businesses in New Mexico, (ii) the NMSBIC had experienced significant losses from its large concentration of equity program investments, (iii) equity program investments were concentrated primarily in the Albuquerque area, whereas the lending program provided funds to small businesses throughout New Mexico, and (iv) equity program investments were limited to a narrow sector of the economy and supported relatively few jobs, whereas the lending program supports jobs throughout New Mexico. The NMSBIC continues to focus on expanding its lending program.

Beginning in March 2020, The NMSBIC created the NMSBIC COVID-19 Lending Program and the NMSBIC PPP Lending Program to assist small businesses that did not have access to COVID-19 relief programs from traditional banks.

The NMSBIC is actively engaging with existing lending partners, and recently added new partners,

to expand the lending program in a way that is responsible, supports and sustains existing jobs, and increases the number of jobs created throughout the state.

The board follows the Prudent Investor Rule as a basis for all loans and investments. NMSBIC loans and investments are underwritten in a way that balances yield, safety, diversification, and economic development, with a focus on creating and sustaining jobs and preserving taxpayer funds.

## New Mexico Employment

U.S. Census data shows there are 129,145 non-employer establishments (e.g., sole proprietorships with no employees) in New Mexico. For New Mexico employer establishments (businesses with paid employees), there are 43,587 establishments, employing 651,756 people, with a total annual payroll of \$28 billion. 50% of employer firms are minority-owned businesses, and 20% are women-owned businesses.<sup>1</sup>

Employment in New Mexico was 906,325 as of June 30, 2022, an increase from 878,205 in the prior year, but still lower than the 917,617 jobs as of February 28, 2020, before the COVID-19 crisis. New Mexico’s unemployment rate of 4.9% as of June 30, 2022, reflects improvement, down from 7.3% a year ago, and lower than the 5.4% unemployment rate as of February 28, 2020.<sup>2</sup> As of June 30, 2022, New Mexico’s unemployment rate of 4.9% was the highest of the 50 states in the U.S.<sup>3</sup>

There continues to be a critical need for providing funds to small businesses to protect existing jobs and promote job growth; a need that increased during the COVID-19 crisis. NMSBIC believes the continued expansion of its lending program addresses a serious funding gap created by retrenchment in the banking community and is an effective way to deliver funding to New Mexico businesses. Continued expansion of the lending program enables the NMSBIC to better preserve capital and to increase the turnover of that capital, thereby benefitting more small businesses and employees in our state.

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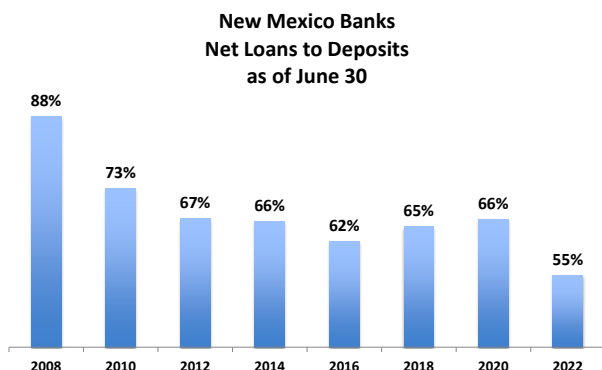
<sup>1</sup> <https://www.census.gov/quickfacts/NM>

<sup>2</sup> [https://www.bls.gov/regions/southwest/new\\_mexico.htm](https://www.bls.gov/regions/southwest/new_mexico.htm)

<sup>3</sup> <https://www.bls.gov>, Bureau of Labor Statistics, Local Area Unemployment Statistics

## Lending Gap

Beginning with the 2008 recession, a tightening of bank lending to small businesses occurred in our state. The loan-to-deposit ratio for New Mexico-based banks was 88% in 2008. The ratio dropped during the 2008 recession and then began to recover in 2018. However, the ratio dropped further during the COVID-19 pandemic, to 55% as of June 30, 2022.<sup>4</sup> This tight credit market provides an opportunity for NMSBIC to continue expanding its lending program and help fill the lending gap, especially for start-up and small expanding businesses.



## Lending Program

The NMSBIC's lending program provides funding to small businesses throughout the state, through its lending partners.

### NMSBIC Lending Partners

The NMSBIC is an important source of funding for nonprofit organizations engaged in micro-lending and small business lending in New Mexico. It has actively engaged with existing lending partners, including DreamSpring (formerly Accion), New Mexico Community Development Loan Fund ("The Loan Fund"), the New Mexico Mortgage Finance Authority ("MFA"), and WESST Corp. Beginning in 2019, to further expand the NMSBIC's lending program and increase the number of jobs created throughout the state, the NMSBIC added new lending partners including: Homewise, Clearinghouse CDFI, LiftFund, RCAC, and Ventana Fund.

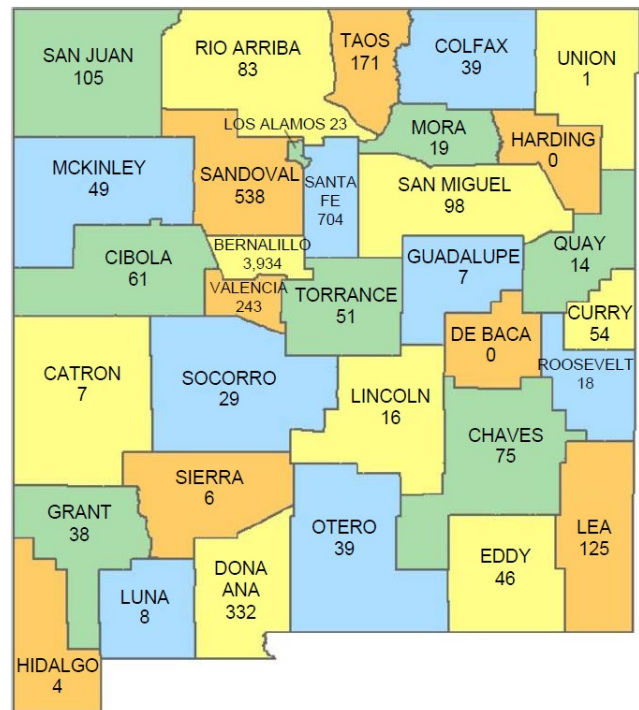
### NMSBIC Lending Partners



<sup>4</sup> <https://www.fdic.gov>, Statistics on Depository Institutions

## Communities and Jobs Supported

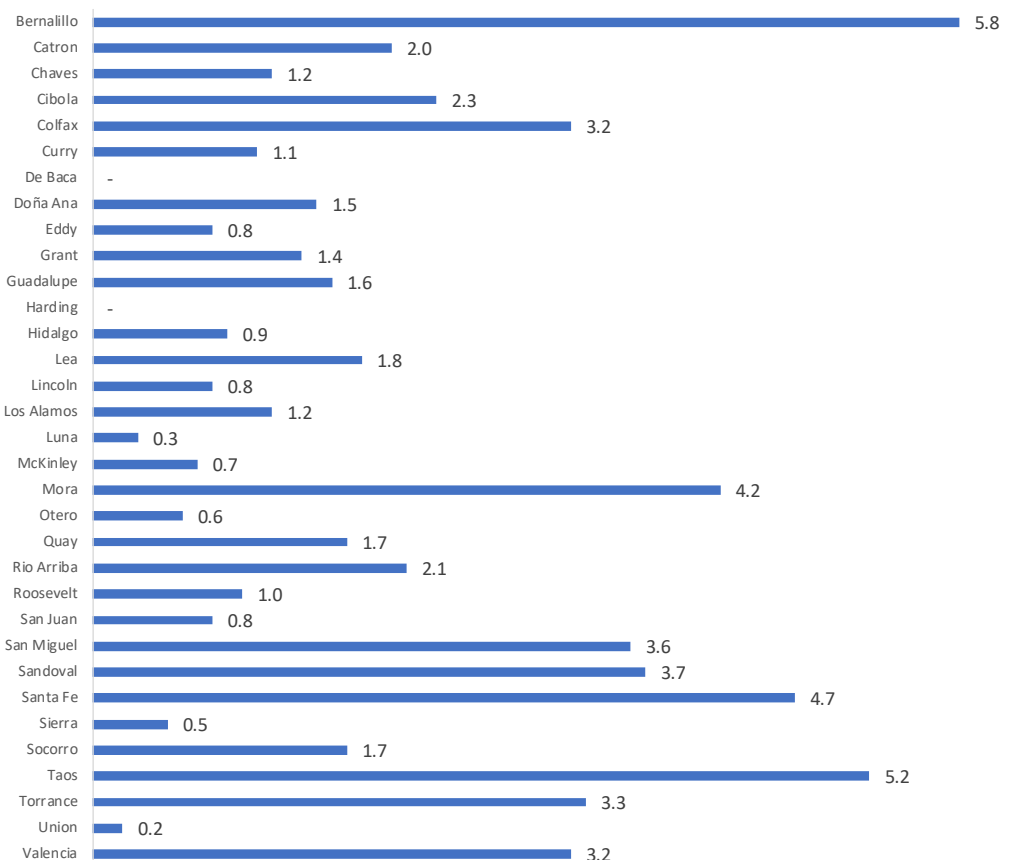
Since its inception, and in connection with its lending partners, the NMSBIC has funded 6,937 loans to New Mexico start-up and small businesses, in 31 of 33 New Mexico counties, which have supported 23,337 jobs throughout New Mexico. In many cases, NMSBIC's funding of small businesses has preserved jobs that would have been eliminated without access to capital. \$188 million in loans have been originated since 2001 to businesses that would likely not have had access to such loans from other sources. Loans typically range in size from \$2,500 to \$250,000.



*Through its lending partners, the NMSBIC has provided funds for 6,937 loans in 31 of 33 counties in New Mexico.*

	Population	Loans per
	Loans	Capita (1)
	(000)	
Bernalillo	3,934	679.0
Catron	7	3.5
Chaves	75	64.9
Cibola	61	26.8
Colfax	39	12.1
Curry	54	49.5
De Baca	-	2.0
Doña Ana	332	217.7
Eddy	46	57.9
Grant	38	27.4
Guadalupe	7	4.3
Harding	-	0.4
Hidalgo	4	4.2
Lea	125	70.4
Lincoln	16	19.6
Los Alamos	23	19.0
Luna	8	24.0
Mckinley	49	72.0
Mora	19	4.5
Otero	39	66.8
Quay	14	8.3
Rio Arriba	83	39.0
Roosevelt	18	18.7
San Juan	105	125.6
San Miguel	98	27.5
Sandoval	538	145.0
Santa Fe	704	150.3
Sierra	6	11.0
Socorro	29	16.7
Taos	171	32.8
Torrance	51	15.5
Union	1	4.1
Valencia	243	76.5
Totals	6,937	2,097

**NMSBIC Loans by County**  
(per 1,000 in population)



(1) [https://www.newmexico-demographics.com/counties\\_by\\_population](https://www.newmexico-demographics.com/counties_by_population), 2020 American Community Survey

## NMSBIC Actions to Assist Small Businesses Impacted by the COVID-19 Crisis

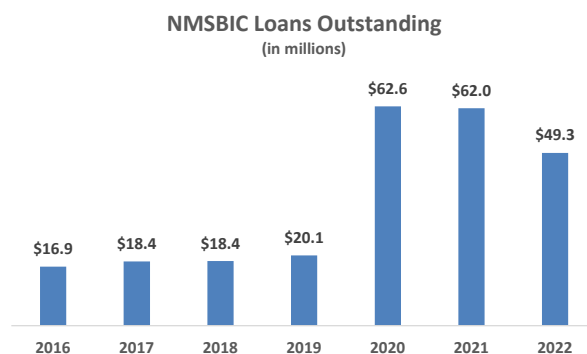
Beginning in March 2020, the NMSBIC board of directors made the following changes to its lending programs to support its lending partners, and indirectly small businesses in New Mexico impacted by the COVID-19 crisis.

- **Additional Funds Committed.** The NMSBIC committed an additional \$50 million in funding to lending partners, so that lending partners could make additional funding available to small businesses in New Mexico, including businesses impacted by the COVID-19 crisis.
- **COVID-19 Lending Program.** In March 2020, the NMSBIC introduced a COVID-19 Lending Program, under which the NMSBIC provides funds to lending partners at an interest rate of 0% for up to thirty-six months, provided that the lending partner's loan is to a business impacted by the COVID-19 crisis, and the interest rate to the small business is at 3.75% or less.
- **PPP Lending Program.** In April 2020, the NMSBIC introduced a new lending program to provide funds for the NMSBIC's lending partners to originate loans under the Small Business Administration's (SBA) Paycheck Protection Program (PPP). Under this new lending program, the NMSBIC provides funds to lending partners at an interest rate of zero percent (0%) for PPP loans that lending partners make to New Mexico businesses. The SBA's PPP loans are forgiven if certain conditions are met, and are a tremendous benefit to small businesses. When SBA announced the PPP program, many traditional banks prioritized existing customers or larger customers for their PPP loans. This resulted in many smaller businesses, including minority- and women-owned businesses, to not have access to PPP loans. Also, while the PPP loans were guaranteed by the SBA, lenders were required to originate PPP loans with their own funds. The NMSBIC provided \$35 million in funding to DreamSpring, which was used to make PPP loans available to small businesses in New Mexico, including those businesses that were not able to access PPP funding through

traditional banks. From the beginning of the COVID-19 crisis in March 2020, through June 30, 2021, DreamSpring used NMSBIC funds to originate 1,524 PPP loans supporting 7,576 jobs in New Mexico. DreamSpring was able to recycle the \$35 million in NMSBIC funds and originated over \$49 million of PPP loans in New Mexico.

- **Reduced Interest Rates.** To support lending partners with loan loss reserves and with increased costs associated with originating COVID-19 and PPP loans, the NMSBIC lowered the interest rate it charges by one percent (1%) for a period of twelve months on all outstanding loans originated under its traditional lending program, for lending partners participating in the COVID-19 or PPP lending programs. Due to The Loan Fund's active participation in the NMSBIC's COVID-19 Lending Program, the NMSBIC extended the interest rate reduction to 1% for The Loan Fund through March 2023.

Cooperative agreement partner loans outstanding, net of allowance for loan losses, increased to a high of \$72.6 million as of May 31, 2021, and then dropped as DreamSpring began repaying PPP Lending Program funds to the NMSBIC. Outstanding loans, net of allowance for loan losses, ended the 2022 fiscal year at \$49.3 million, due to repayment of PPP Lending Program funds that were partially offset by growth in traditional loan balances, as shown in the following chart:



## Lending Partner Actions to Assist Small Businesses Impacted by the COVID-19 Crisis.

Throughout the COVID-19 crisis, the NMSBIC's lending partners have been working with impacted borrowers. Payments were deferred on existing

loans, and new loan advances were made under the NMSBIC's COVID-19 Lending Program and PPP Lending Program.

### Lending Volume and Jobs Supported.

Since inception and through June 30, 2022, the NMSBIC has funded the following volume of loans through its lending partners:

Lending Partner	Number of Loans	Amount	Jobs Supported
DreamSpring	5,883	\$93,272,664	16,653
The Loan Fund	932	69,744,846	5,529
Ventana Fund	36	12,000,683	141
Clearinghouse CDFI	3	5,000,000	52
MFA	6	4,000,000	380
Homewise	5	1,925,500	132
WESST	61	840,628	399
Rio Vista Growth Capital	1	750,000	16
LiftFund	10	181,221	36
Total	<u>6,937</u>	<u>\$187,715,543</u>	<u>23,337</u>

For the twelve months ended June 30, 2022, the NMSBIC funded the following volume of loans through its lending partners, including PPP Lending Program and COVID-19 Lending Program loans to assist small businesses impacted by the COVID-19 crisis:

Lending Partner	Number of Loans	Amount	Jobs Supported
DreamSpring	96	\$1,199,688	225
Clearinghouse CDFI	3	5,000,000	52
The Loan Fund	14	1,619,421	14
The Loan Fund (COVID-19)	32	4,691,563	208
Ventana Fund	9	2,926,477	21
WESST	3	105,750	14
Homewise	3	1,350,500	52
Total	<u>160</u>	<u>\$16,893,400</u>	<u>586</u>

As of June 30, 2022, the NMSBIC had the following loans outstanding, which included funds advanced to lending partners for loans that were in-process of closing.

Lending Partner	Number of Loans	Amount	Jobs Supported
The Loan Fund	255	\$15,136,318	845
The Loan Fund (COVID-19)	145	13,606,466	776
Ventana Fund	27	9,640,074	57
Clearinghouse CDFI	3	5,000,000	52
DreamSpring	237	3,439,797	646
DreamSpring (PPP Loans)	30	488,655	104
Homewise	5	1,905,673	132
LiftFund (COVID-19)	1	21,426	12
WESST	6	111,059	393
Total	<u>709</u>	<u>\$49,349,468</u>	<u>3,017</u>

### Commitments

As of June 30, 2022, the NMSBIC had the following amounts committed, loans outstanding, and remaining commitments.

	Amount Committed	Loans Outstanding	Remaining Commitment
The Loan Fund	\$35,000,000	\$28,742,784	\$6,257,216
Ventana Fund	15,000,000	9,640,074	5,359,926
DreamSpring	8,565,506	3,928,453	4,637,053
Homewise	4,000,000	1,905,673	2,094,327
Clearinghouse CDFI	5,000,000	5,000,000	0
MFA	2,500,000	0	2,500,000
LiftFund	1,000,000	21,426	978,574
RCAC	1,000,000	0	1,000,000
WESST	<u>375,000</u>	<u>111,059</u>	<u>263,941</u>
Totals	<u>\$72,440,506</u>	<u>\$49,349,469</u>	<u>\$23,091,037</u>

The above tables show \$188 million in loans have been funded with \$72 million of committed funds. As loans are repaid, the funds are loaned to other small businesses, sustaining and/or creating more new jobs. This recycling of loan funds provides positive leverage of the NMSBIC's capital.

### Net Interest Income and Loan Charge-Offs

The NMSBIC has approved revolving lines of credit to The Loan Fund, Ventana Fund, Clearinghouse CDFI, Homewise, MFA, LiftFund, and RCAC. Under these loan agreements no loan losses are passed through to the NMSBIC. The interest rate on these revolving lines of credit is typically 2.0% annually.

The NMSBIC has loan participation agreements with DreamSpring and WESST, whereby NMSBIC purchases 75% of the principal balance of loans, and the lending partners retain 25% of the loans. Lending partners can pass through loan charge-offs to the NMSBIC as described below.

Under its arrangement with DreamSpring, the NMSBIC earns interest of 3.0% annually. Loan charge-offs passed through to the NMSBIC are capped at 1% per year, with the NMSBIC earning a net interest rate of no less than 2.0% annually.

For WESST, the NMSBIC earns interest of 3.0% annually. 75% of loan charge-offs can be passed through to the NMSBIC. During the 2022 fiscal year, there were no charge-offs passed through to the NMSBIC, with the NMSBIC earning net interest of 3.0% annually.



To support lending partners participating in the COVID-19 and PPP lending programs, the NMSBIC lowered the interest rate charged to lending partners by one percent (1%) for a period of twelve months on all outstanding loans originated under its traditional lending program. For COVID-19 loans and PPP loans, the interest rate charged by the NMSBIC to its lending partners is 0% annually for up to thirty-six months. No losses are passed through to the NMSBIC on COVID-19 loans and PPP loans. Due to The Loan Fund's active participation in the NMSBIC's COVID-19 Lending Program, the NMSBIC extended the interest rate reduction to 1% for The Loan Fund through March 2023. The NMSBIC provided funds for 100% of the PPP loans originated by DreamSpring, versus 75% under the traditional lending program. PPP loans originated by lending partners are guaranteed by the SBA.

Interest income, charge-offs, and net interest income were as follows for the fiscal year ended June 30, 2022.

	Interest <u>Income</u>	<u>Charge-Offs</u>	Net Interest <u>Income</u>
Ventana Fund	\$166,849	\$0	\$166,849
The Loan Fund	162,433	0	162,433
DreamSpring	118,347	39,447	78,900
Homewise	28,301	0	28,301
MFA	15,222	0	15,222
WESST	<u>1,909</u>	<u>0</u>	<u>1,909</u>
Totals	<u>\$493,061</u>	<u>\$39,447</u>	<u>\$453,614</u>

For the fiscal year ended June 30, 2022, net interest income of \$453,614 more-than-offset operating expenses of \$345,914, comprised of economic development program services of \$182,047, and other operating expenses of \$163,867. Maintaining organizational self-sufficiency, with interest income on loans exceeding operating expenses, is a key part of the NMSBIC's strategy. Even with the reductions in interest rates charged to lending partners related to the COVID-19 crisis, the NMSBIC projects that interest income on loans will continue to exceed operating expenses.

## NMSBIC Equity Partners



**New Mexico  
Mezzanine  
Partners**

## Equity Program

In 2011, the NMSBIC board changed its investment strategy. The NMSBIC's focus is on expanding its lending program and is no longer focused on making equity investments.

Equity investments in New Mexico were virtually unheard of prior to 2000, but the efforts of the State Investment Council and the NMSBIC have attracted funds and investment professionals to New Mexico. Prior to 2004, there were no equity fund organizations headquartered in New Mexico and no organizations focused their capital and expertise exclusively on New Mexico companies. It was the NMSBIC's capital and early commitments that led to investments in venture capital funds based in New Mexico.

Most large equity funds look to deploy \$5 to \$10 million in any one investment, whereas New Mexico had smaller, early-stage companies that warranted investments of only \$250,000 to \$1 million. Few, if any, local companies would have been able to attract national attention and, without equity, could not have secured any credit relationships.

Beginning in 2004, the NMSBIC committed capital to Flywheel Ventures, Mesa Capital Partners, New Mexico Community Capital, New Mexico Mezzanine Partners, and Verge Fund to address the need for capital access for local start-ups, technology transfer licensees, and other small businesses looking to expand. With these five partners, the NMSBIC participated in ten venture capital partnerships.

NMSBIC's investment history has provided valuable experience and revealed significant challenges regarding venture capital investing as follows:

- NMSBIC's total asset size relative to the historical amount invested in each company resulted in limited diversification;
- NMSBIC can only invest in New Mexico companies, which further limited diversification;
- High risk and limited diversification appear to have contributed to significant venture capital investment losses during the economic downturn of 2008;
- Management fees paid to equity fund managers reduced investment returns;
- Equity investments are typically long-term, which reduced the ability to turn-over capital in additional new small businesses;
- Equity investments do not provide current income to offset the NMSBIC's operating expenses;
- Equity investments have been geographically concentrated, with limited funding outside the Rio Grande Corridor;
- Equity investments do not generate significant job creation during their initial phases of development; and
- Successful equity investments often require later-stage investments from out-of-state investors that require the enterprise to relocate outside New Mexico.

The table, *Equity Program Costs and Benefits*, included in this report, shows that as of June 30, 2022, life-to-date net equity investments losses were \$13.7 million, with 304 jobs supported, resulting in an estimated cost per job of \$45,015. As noted above, the NMSBIC is no longer focused on making equity investments.

#### **Equity Fund Termination Dates**

Many of the NMSBIC's equity investments, most of which were made between 2004 and 2009, have reached or are nearing the partnership termination dates. Mesa New Mexico Growth Fund I and Mesa New Mexico Growth Fund II closed in 2012 and 2015, respectively. Flywheel I-NMSBIC closed in 2017, and

New Mexico Gap Fund I closed in May 2021. New Mexico Community Capital and New Mexico Mezzanine Partners have reached the end of their partnership agreements and are in the process of winding-up operations. The NMSBIC's investments in Verge I, Verge I.5, Verge II, and Verge II.5, were combined into Verge I II Combined as of January 1, 2021. Verge I II Combined has a termination date of December 31, 2025.

#### **Equity Investments Reported Using Cost Method**

In accordance with GASB Statement No. 72, paragraph B74, equity investments held primarily to further economic development are reported using the cost method. Equity investments are carried at cost, less capital distributions received, management fees, operating expenses, and any impairment loss. Impairment loss is recognized if the fair value of the asset has declined below the carrying value and the decline is determined not to be temporary in nature. Additional detail is provided in the supplementary schedules to the audited financial statements.

#### **NMSBIC Impact**

The following provides information regarding the impact of NMSBIC's lending and equity programs on New Mexico small businesses and jobs, and costs of delivering these services.

#### **The Importance of Small Businesses**

The NMSBIC's lending program supports small businesses in New Mexico. Small businesses are vitally important to both the New Mexico and national economies.

According to the Small Business Administration, a small business has 500 or fewer employees. In New Mexico, small business employment accounts for 53.7% of total employment. In 2019, there were 28,331 New Mexico small businesses with 1-19 employees, and 4,445 small businesses with 20-500 employees.<sup>5</sup>

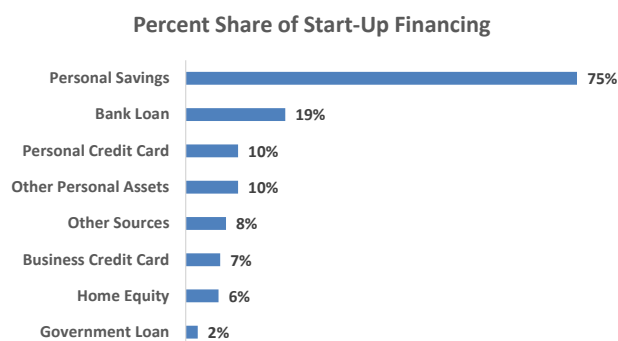
According to the Small Business Administration Office of Advocacy, only 37% of employer firms seeking financing received the full amount sought. Receiving less credit than needed may hinder growth

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<sup>5</sup> *New Mexico 2022 Small Business Profile* U.S. Small Business Administration Office of Advocacy



potential of the business. For a start-up business, 75% rely on personal savings for financing.<sup>6</sup>



Nationally, small businesses comprise<sup>7</sup>:

- 99.9% of all firms
- 99.7% of firms with paid employees
- 97.4% of exporters
- 46.8% of private sector employees
- 43.5% of gross domestic product
- 39.7% of private-sector payroll
- 35.6% of private sector receipts
- 31.6% of export value

Nationally, small businesses accounted for 62% of net new jobs since 1995.<sup>8</sup>

### Jobs Supported

A common measure used by CDFI's and by the Small Business Administration (SBA) is total jobs at the time a loan is originated, referred to as "jobs supported." In the table below, *Equity and Lending Programs Costs and Benefits*, information is provided regarding New Mexico jobs supported by the NMSBIC's equity and lending programs. For the equity program, jobs supported are the number of jobs as of June 30, 2022, or as of the date when the company exited from the NMSBIC's investment portfolio. For the lending program, jobs supported are the total jobs when the loan was originated. Jobs supported are self-reported by the NMSBIC's equity and lending partners.

- From 2004 to 2009, the NMSBIC committed \$32.5 million for venture capital equity

investments. Equity program life-to-date results were a loss of \$13.7 million, with 304 jobs reported, resulting in an estimated cost per job of \$45,015. Equity investments are long-term in nature, therefore year-to-date results are not considered meaningful.

- Lending program life-to-date results were positive net interest income (after loan losses) of \$3.9 million, with 23,337 jobs reported, for an estimated *profit* per job of \$167. For the twelve months ended June 30, 2022, net interest income was \$453,614, with 586 jobs reported, for an estimated *profit* per job of \$774.

### BBER Impact Analysis

The NMSBIC engaged the Bureau of Business and Economic Research (BBER) to conduct an impact analysis, which was completed in 2017. The number of jobs were independently measured by BBER. The BBER analysis indicated the NMSBIC's equity and lending programs resulted in the creation of 646 "new" jobs in New Mexico during the five-year period from July 1, 2010 to June 30, 2015. Additionally, the BBER study estimated an additional 750 jobs would have been lost during this time period, in the absence of the NMSBIC's lending program.

The BBER analysis included a supplement that calculated the cost per new job, based on an opportunity cost of funds using the severance tax permanent fund's target return of 6.75%. The BBER analysis reported an equity program opportunity cost per new job of \$29,085, and a lending program opportunity cost per new job of \$4,717. The lending program opportunity cost per new job of \$4,717 compares favorably with cost per job figures (also five-year averages) for the state's Job Training Incentive Program (JTIP) and Local Economic Development Act (LEDA) program, which were \$5,941 and \$4,255, respectively, during the same time-period, as noted in the BBER impact analysis.

The BBER analysis also indicated that during the five-year period, the NMSBIC's programs were

<sup>6</sup> *Small Business Finance Frequently Asked Questions, February 2022*, U.S. Small Business Administration Office of Advocacy

<sup>7</sup> *Frequently Asked Questions About Small Business, December 2021*, U.S. Small Business Administration Office of Advocacy

<sup>8</sup> *Frequently Asked Questions About Small Business, December 2021*, U.S. Small Business Administration Office of Advocacy

responsible for \$69 million in economic output, and \$23.9 million of labor income in New Mexico.

The BBER analysis appears to support the NMSBIC board's strategy to focus on expanding the NMSBIC's lending program. The full BBER report is available at [www.nmsbic.org](http://www.nmsbic.org).

#### **Small Business Administration Job Study**

A study was conducted in August 2013 by the US Census Bureau and the Institute for the Study of Labor, on new jobs created by the Small Business Administration (SBA)<sup>9</sup>. The study noted that SBA has historically reported a performance indicator which is the number of "jobs supported" by its lending program. The purpose of the study was to measure the number of new jobs created by the SBA's lending program. The study found that from 1976 to 2010, 5.4 new jobs were created for each \$1 million loaned by the SBA.

Based on the BBER impact analysis performed for the NMSBIC, \$35.6 million of NMSBIC loans were originated from 2011 to 2015 resulting in 426 new jobs, or 12.0 new jobs for each \$1 million in loans, which appears to compare favorably to the SBA's ratio of 5.4 new jobs for each \$1 million in loans.

Stated another way, according to the BBER impact analysis, for every \$1 million in loans originated under the NMSBIC's lending program, 12 new jobs were created in New Mexico, plus 21 jobs were saved that otherwise might have been lost.

#### **Minority and Women-Owned Businesses**

Of the loans originated in 2020 with NMSBIC funds:

- 65% of the loans were made to minority-owned small businesses.
- 37% were made to women-owned small businesses.

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<sup>9</sup> *Do SBA Loans Create Jobs?*, J. David Brown and John S. Earle, August 2013

## Equity and Lending Programs, Jobs Supported and Cost per Job

### Equity Program Costs and Benefits, Life-to-Date, June 30, 2022 (1):

	Net	Fair Market		Jobs	Profit (Cost)
	Investment	Value	Gain (Loss)	Supported (2)	per Job Supported
1 Santa Fe Windows and Doors (3)	(\$25,000)	\$0	\$25,000	n/a	n/a
2 Flywheel Ventures, 2 funds	\$2,956,754	\$0	(\$2,956,754)	50	(\$59,135)
3 NM Community Capital	\$1,604,078	\$1,172,579	(\$431,499)	204	(\$2,115)
4 Mesa NM Growth Funds, 2 funds	\$10,257,750	\$0	(\$10,257,750)	18	(\$569,875)
5 NM Mezzanine Ptrs	\$1,688,976	\$885,890	(\$803,086)	10	(\$80,309)
6 Verge Fund (4)	\$2,977,891	\$3,717,479	\$739,588	92	\$8,039
7 Adjustment for multiple funds invested in the same company (4 companies)				-70	
8 Total Equity Program	\$19,460,449	\$5,775,948	(\$13,684,501)	304	(\$45,015)

(1) Equity fund investments are long-term investments. Life-to-date results are considered more meaningful than year-to-date information.

(2) Jobs reported at June 30, 2022, or jobs reported as of the date when a company was sold.

(3) Santa Fe Windows and Doors was originated in 2003 and repaid in full in 2007. This was the only direct investment made by the NMSBIC.

(4) Investments in Verge I, Verge I.5, Verge II and Verge II.5 were combined into Verge I II Combined on January 1, 2021.

### Lending Program Costs and Benefits:

	Interest	Loan Charge	Net Interest	Jobs	Profit (Cost)
	Income	Offs	Income (Loss)	Supported (7)	per Job Supported
19 <u>Since Inception</u>					
20 Clearinghouse CDFI	\$0	\$0	\$0	52	-
21 DreamSpring 2003 Prior Agreement (5)	\$1,013,665	(\$1,258,310)	(\$244,645)	4,516	(\$54)
22 DreamSpring 2013 Participation Agreement	\$1,308,938	(\$337,353)	\$971,585	4,543	\$214
23 DreamSpring 2020 PPP Participation Agreement	\$0	\$0	\$0	7,594	-
24 Homewise	\$32,510	\$0	\$32,510	132	\$246
25 LiftFund PPP and COVID-19 Lending Program	\$0	\$0	\$0	36	-
26 New Mexico Mortgage Finance Authority	\$110,769	\$0	\$110,769	380	\$291
27 The Loan Fund Participation Agreement (6)	\$77,631	(\$11,518)	\$66,113	-	-
28 The Loan Fund	\$2,518,834	\$0	\$2,518,834	5,016	\$502
29 The Loan Fund COVID-19 Lending Program	\$0	\$0	\$0	512	-
30 Rio Vista Growth Capital Line of Credit (8)	\$155,217	\$0	\$155,217	16	\$9,701
31 Ventana Fund	\$261,069	\$0	\$261,069	141	\$1,852
32 WESST Participation Agreement	\$36,932	(\$17,695)	\$19,237	399	\$48
33 Total Lending Program	\$5,515,565	(\$1,624,876)	\$3,890,689	23,337	\$167

### 12 months ended June 30, 2022

36 Clearinghouse CDFI	\$0	\$0	\$0	52	-
37 DreamSpring 2003 Prior Agreement (5)	\$6	\$0	\$6	-	-
38 DreamSpring 2013 Participation Agreement	\$118,341	(\$39,447)	\$78,894	225	\$351
39 Homewise	\$28,301	\$0	\$28,301	52	\$544
40 New Mexico Mortgage Finance Authority	\$15,222	\$0	\$15,222	-	-
41 The Loan Fund	\$162,433	\$0	\$162,433	14	\$11,602
42 The Loan Fund COVID-19 Lending Program	\$0	\$0	\$0	208	-
43 Ventana Fund	\$166,849	\$0	\$166,849	21	\$7,945
44 WESST Participation Agreement	\$1,909	\$0	\$1,909	14	-
45 Total Lending Program	\$493,061	(\$39,447)	\$453,614	586	\$774

(5) The DreamSpring 2003 prior participation agreement was terminated as of November 2013. Loans outstanding as of the termination date were repaid in the normal course of business. All loans were repaid as of January 2022.

(6) The Loan Fund 2004 participation agreement was terminated as of July 13, 2007.

(7) Jobs reported at the time the loan was originated.

(8) The Rio Vista Growth Capital line of credit was terminated as of September 30, 2018.

## **Finance New Mexico**

The NMSBIC helped to create and continues to support a statewide business financial literacy resource called *Finance New Mexico* (see [www.financenewmexico.org](http://www.financenewmexico.org)). The organization was selected in 2009 as the Albuquerque Chamber of Commerce Small Business Advocate of the Year. Each week, business-related articles are published in several New Mexico newspapers, and circulated electronically to businesses and economic development organizations throughout the state. Finance New Mexico plays an important role in publicizing the NMSBIC's programs and lending partners in all corners of the state.

## **Board Engagement**

NMSBIC Board members have actively engaged in various activities to support the organization. Board members have attended numerous community events, attended meetings with existing and potential equity and lending partners, and performed detailed loan and operational reviews at lending partner offices. The NMSBIC Board members are qualified professionals who are applying their collective and diverse business experience in reviewing activities and making sound decisions. The Board members have demonstrated their dedication and commitment to strengthening and improving the NMSBIC.

## **Strategic Plan**

The NMSBIC's strategic plan is to continue creating and supporting jobs in New Mexico, by expanding the lending program throughout the entire state of New Mexico with existing and potential new partners and maintaining the NMSBIC's organizational self-sufficiency where interest income from loans exceeds operational expenses. As a result of the passage of Senate Bill 10 in the 2019 Legislative Session, the NMSBIC received \$57.8 million in additional funding in January 2020. The NMSBIC, in effect, committed all of its available capital to support small businesses during the COVID-19 crisis, including funding for PPP loans. As PPP loans are returned, the NMSBIC is actively engaging with existing lending partners, and

potential new lending partners, to redeploy these funds, and continue expanding the lending program in a way that is responsible, and that will increase the number of jobs created throughout the state.

## **Statutory Requirements**

The following information is provided in accordance with NMSA 58-29-6(B) and 58-29-7.

### **Audited Financial Statements**

NMSBIC independently audited financial statements for the years ended June 30, 2022 and 2021 are attached to this report.

### **Rate of Return**

For the fiscal year ended June 30, 2022, the NMSBIC had a positive change in net assets of \$16.8 million on average net assets of \$103.8 million, for an annual return of 16.2%.

After subtracting the contribution from the severance tax permanent fund of \$17.9 million, operating income was negative \$1,027,818, or an annual return of negative 1.0%. The negative operating income included a \$1.5 million market value loss on an investment held with the State Investment Council. While this investment is subject to market value changes, over several years the investment has provided a net-positive return for the NMSBIC.

### **Desired Changes in the Corporation**

The NMSBIC Board does not have any recommended changes in the corporation.

### **Continued Operation of the Corporation**

The NMSBIC Board recommends continued operation of the corporation with a focus on expanding lending programs to address a gap in available bank financing as described in this report.

### **Severance Tax Permanent Fund Distribution**

Under NMSA 58-29-7, the NMSBIC is charged with making a distribution of "net excess funds" to the severance tax permanent fund, calculated as return on investments to the corporation in the amount of dividends and interest actually received, plus any capital gains actually realized, less the operating expenses of the corporation and less amounts

reasonably reserved for losses. For the fiscal year ended June 30, 2022, there were no net excess funds due to the Severance Tax Permanent Fund. A calculation of net excess funds is included in Note 7 of the attached audited financial statements.

## Conclusion

The NMSBIC is grateful for the support of the Governor, State Legislators, the State Investment Council, and its financial partners. Through the creation and expansion of the NMSBIC, New Mexico has created a unique delivery system of loans and investment capital for new and growing businesses.

The NMSBIC has played a critical role during the COVID-19 crisis, making loan funds available to New Mexico small businesses that in most cases would not have had access to loans from traditional banks.

Lending partners have provided 6,937 loans to businesses in communities statewide, in many cases preserving jobs that would have been eliminated without access to capital and creating jobs that would not exist without NMSBIC funds. Through its lending program, the NMSBIC has provided over \$188 million in loans to businesses that would likely not have had access to capital.

While equity program losses since the NMSBIC's inception have been substantial, there are several new companies that are growing and prospering with equity provided by NMSBIC. The impact the NMSBIC has had in helping to create an equity/venture community has been positive, but the role the NMSBIC was asked to play in this arena did not adequately support the mission that the NMSBIC's enabling legislation assigned it. The NMSBIC Board plans to continue to decrease the investment concentration in these high-risk investments.

With the impact on New Mexico small businesses related to the COVID-19 crisis, and with continued regulatory constraints imposed on banks, access to loans continues to be challenging for New Mexico small businesses. The NMSBIC, through its lending partners, plays an important role in helping to fill that void. This program, created by the legislature,

has been and continues to be a valuable state resource in investing taxpayer dollars in New Mexico businesses, in creating jobs for New Mexicans, and in having a positive impact on our state's economic health.

Going forward, the NMSBIC plans to reduce the concentration of equity investments, and to increase the level of its lending activities to achieve a more balanced level of risk for the organization, to impact more businesses and communities, while delivering much needed funding for loans to businesses in every part of New Mexico.

Respectfully Submitted,

Joseph H. Badal  
Board Chair & President

## **NMSBIC Board of Directors**

Joseph Badal (since 2011)  
NMSBIC Board Chair and President  
Retired Banking and Finance Executive  
Sandia Park, New Mexico

Steven Morgan (since 2013)  
NMSBIC Secretary/Treasurer  
President, Bosque Consulting Group  
Corrales, New Mexico

Robert Valdiviez (since 2022)  
Retired Banking Executive  
Albuquerque, New Mexico

Alan Fowler, CMB (since 2011)  
NMSBIC Vice Chair and Vice President  
Senior Vice President/Mortgage Services  
Nusenda Credit Union  
Albuquerque, New Mexico

The Honorable Tim Eichenberg (since 2015)  
State Treasurer  
Santa Fe, New Mexico

Anne Beckett (since 2022)  
Retired Financial Services Executive  
Youngsville, New Mexico

Joshua Smith (since 2022)  
Senior Vice President, Commercial Lending Manager  
WaFd Bank  
Cedar Crest, New Mexico

## **NMSBIC Executive Director/Investment Advisor**

Russell Cummins (since 2012)  
Owner, RDC Advisors, LLC  
Tijeras, New Mexico



New Mexico Small Business Investment Corporation  
P.O. Box 1211, Tijeras, NM 87059  
(505) 274-7789 phone (505) 213-0048 fax  
[www.nmsbic.org](http://www.nmsbic.org)  
email: [russ.cummins@nmsbic.org](mailto:russ.cummins@nmsbic.org)

## **EXHIBIT A**

Independently Audited Financial Statements  
as of and for the years ended  
June 30, 2022 and 2021

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors and Management  
New Mexico Small Business Investment Corporation  
Albuquerque, New Mexico

### **Report on the Audit of the Financial Statements**

We have audited the accompanying financial statements of the business-type activities of the Small Business Investment Corporation, also known as the New Mexico Small Business Investment Corporation, (NMSBIC), a component unit of the State of New Mexico, as of and for the years ended June 30, 2022 and 2021, and the related notes to the financial statements which collectively comprise NMSBIC's basic financial statements as listed in the table of contents.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the business-type activities of NMSBIC, as of June 30, 2022 and 2021, and the respective changes in financial position and cash flows thereof, for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Responsibilities of Management for the Audit of the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about NMSBIC's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

### **Auditors' Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore, is not a guarantee that an audit conducted in accordance with auditing standards generally accepted in the United States of America and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with auditing standards generally accepted in the United States of America and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audits.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audits in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of NMSBIC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about NMSBIC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audits.

### **Emphasis of Matter**

As discussed in Note 2, the financial statements of NMSBIC are intended to present the financial position, and the changes in financial position and cash flows, of only that portion of its business-type activities that are attributable to the transactions of NMSBIC. They do not purport to, and do not, present fairly the financial position of the State of New Mexico as of June 30, 2022 and 2021, and the changes in its financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America. NMSBIC's financial statements are included in the financial statements of the State of New Mexico.

### **Other Matters**

#### Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the Management's Discussion and Analysis on pages 4-16 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audits of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### Other Information

Our audits were conducted for the purpose of forming opinions on the financial statements that collectively comprise NMSBIC's basic financial statements. Supporting Schedules 1 and 2 are presented for the purposes of additional analysis and are not a required part of the basic financial statements.

The supporting Schedules 1 and 2 are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supporting Schedules 1 and 2 are fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

PULAKOS CPAs, PC

September 23, 2022

Pulakos CPAs, PC

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**June 30, 2022 and 2021**

The Small Business Investment Corporation, doing business as the New Mexico Small Business Investment Corporation (NMSBIC), was formed by the Small Business Investment Act in 2001 to create new job opportunities in communities statewide, and is funded by an allocation from the Severance Tax Permanent Fund.

This section of the NMSBIC's annual financial report presents management's discussion and analysis of financial position and changes in financial position for the fiscal years ended June 30, 2022 and 2021. This information is being presented to provide additional information regarding the activities of the NMSBIC and to meet the disclosure requirements of Governmental Accounting Standards Board (GASB) Statement No. 34, Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments (GASB No. 34) and GASB Statement No. 37, Basic Financial Statements – and Management's Discussion and Analysis – for State and Local Governments: Omnibus. The NMSBIC is engaged in business-type activities and is considered a special-purpose government in accordance with GASB Statement No. 34. The financial statements present information required for enterprise funds, and report on all of the activities of the NMSBIC. This analysis should be read in conjunction with the independent auditors' report, audited financial statements, and accompanying notes.

**Overview of the Financial Statements**

The basic financial statements consist of the Statements of Net Position; the Statements of Revenues, Expenses, and Changes in Net Position; the Statements of Cash Flow; and the notes thereto. The NMSBIC follows enterprise fund accounting. The financial statements offer information about the NMSBIC's activities and operations.

The Statements of Net Position include all the NMSBIC's assets and liabilities, presented in order of liquidity. The resulting net position presented in these statements is restricted for use only as allowed by §5-29-7 NMSA 1978.

All of the NMSBIC's current year revenues and expenses are recorded in the Statements of Revenues, Expenses, and Changes in Net Position. This statement measures the activities of the NMSBIC's operations over the past year and presents the resulting change in net position.

The final required financial statements are the Statements of Cash Flows. The primary purpose of these statements is to provide information about the NMSBIC's cash receipts and cash payments during the reporting period. These statements report cash receipts, cash payments and net changes in cash resulting from operating, noncapital financing, capital and related financing and investing activities. These statements also provide information regarding the sources and uses of cash and the change in the cash balance during the reporting period.

The notes to the financial statements provide additional information that is essential for a full understanding of the information provided in the financial statements.

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Required and other supplementary information is presented following the notes to financial statements to provide selected supplemental information for the NMSBIC's programs.

**Management's Discussion and Analysis**

This section contains management's discussion and analysis of the financial position and results of operations as of, and for the years ended June 30, 2022 and 2021. The section helps the reader focus on significant financial matters and provides additional information regarding our activities. For best understanding, read this information with the Independent Auditors' Report, the audited financial statements and the accompanying notes.

**Financial Highlights**

The NMSBIC's total net position at June 30, 2022 and 2021 was \$113.7 million and \$96.8 million, respectively. The change in net position for the years ended June 30, 2022 and 2021 was positive \$16.9 million and positive \$293,412, respectively.

**Financial Analysis**

The following is a summary of the NMSBIC's total assets, liabilities and net position at June 30, 2022 and 2021.

	<u><b>2022</b></u>	<u><b>2021</b></u>
Assets:		
Current assets	\$ 68,168,559	\$ 32,694,736
Noncurrent assets	<u>52,084,716</u>	<u>64,755,243</u>
Total assets	<u><u>\$ 120,253,275</u></u>	<u><u>\$ 97,449,979</u></u>
Liabilities:		
Current liabilities	<u>\$ 6,594,080</u>	<u>\$ 639,571</u>
Total liabilities	6,594,080	639,571
Net position:		
Temporarily restricted net assets	<u>113,659,195</u>	<u>96,810,408</u>
Total liabilities and net position	<u><u>\$ 120,253,275</u></u>	<u><u>\$ 97,449,979</u></u>

**Current assets** increased by \$35.5 million at June 30, 2022, compared to June 30, 2021, and are detailed as follows:

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**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**June 30, 2022 and 2021**

	<u>2022</u>	<u>2021</u>
Cash and cash equivalents	\$ 125,416	\$ 249,904
Investment held with New Mexico State Investment Council	9,457,679	10,703,744
Investment held with New Mexico State Treasurer's Office		
Local Government Investment Pool	58,526,105	11,087,281
Debt funding receivable, net	-	10,639,022
Other current assets	<u>59,359</u>	<u>14,785</u>
 Total current assets	 <u>\$ 68,168,559</u>	 <u>\$ 32,694,736</u>

- **Cash and cash equivalents** decreased by \$124,488 during the year. Management's target is for the balance of cash and cash equivalents to be \$500,000 or less, and to provide immediate liquidity. Funds in excess of this target balance are invested with the New Mexico State Investment Council or the State Treasurer's Office Local Government Investment Pool.
- **Investment held with New Mexico State Investment Council** decreased by \$1,246,065 during the year. The decrease was due to market value losses. Investments held with the New Mexico State Investment Council can be withdrawn as of the first business day of each month.
- **Investment held with New Mexico State Treasurer's Local Government Investment Pool (LGIP)** increased by \$47.4 million during the year. The increase was primarily due to \$34.5 million in repayments of Small Business Administration (SBA) Paycheck Protection Program (PPP) loans from DreamSpring (comprised of \$21.1 million in outstanding loan balance and \$13.4 million of debt funding receivable as of June 30, 2021), plus a \$17.9 million contribution received from the Severance Tax Permanent Fund. These increases were partially offset by withdrawals to fund growth in non-PPP cooperative loan agreements. LGIP funds can be withdrawn with one business days' notice.
- **Debt funding receivable, net** decreased by \$10.6 million. This represents net funds due from lending partners as of the fiscal year-end primarily related to loan repayments from their customers, for which funds were paid to the NMSBIC after the fiscal year-end. As of June 30, 2022, net funds were "due to" lending partners resulting in a debt funding "payable" described below.
- **Other current assets** changed by a minor amount, and are comprised of interest and dividends receivable, and prepaid expenses.



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**June 30, 2022 and 2021**

- **Noncurrent assets** decreased by \$12,670,527 during the year and are detailed as follows:

	<u>2022</u>	<u>2021</u>
Equity investments in New Mexico entities	\$ 2,231,223	\$ 2,201,557
Cooperative loan agreements, net of allowance for losses	49,297,302	62,041,362
Notes receivable including accrued interest	<u>556,191</u>	<u>512,324</u>
Total noncurrent assets	<u>\$ 52,084,716</u>	<u>\$ 64,755,243</u>

- **Equity investments in New Mexico entities** increased by \$29,666 during the year. The change was due to \$75,052 in funding provided for operating expenses, less \$45,386 in net operating expenses passed through to the NMSBIC. Equity investments are carried at cost in accordance with GASB Statement No. 72, paragraph B74. Impairment loss is recognized if the fair value of the asset has declined below the carrying value and the decline is determined not to be temporary in nature. Equity investment balances have been declining in recent years. They were a major focus of the NMSBIC from 2001 through 2009, with total cumulative investments of over \$32 million. Equity investments are no longer an investment focus for the NMSBIC. The history of making equity investments provided valuable experience, and revealed significant challenges that included:
  - The NMSBIC's asset size and requirement to invest in New Mexico small businesses resulted in limited diversification;
  - High risk with limited diversification contributed to significant losses during the 2008 economic downturn;
  - Management fees paid over several years to equity fund managers reduced returns;
  - Equity investments are typically long-term, which reduces the ability to turn-over funds into new small businesses;
  - Equity investments do not provide current income to offset the NMSBIC's operating expenses;
  - Equity investments were geographically concentrated, with limited funding in rural areas of New Mexico.
- **Cooperative loan agreements, net of allowance for loan losses** decreased by \$12.7 million during the year. The decrease was primarily due to repayment of PPP loans by DreamSpring, which was partially offset by growth in other cooperative agreement loans. Cooperative loan agreement activity for the year included the following:

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**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**June 30, 2022 and 2021**

- The NMSBIC continued to focus on expanding its lending program, with funds provided to New Mexico small businesses through lending partners. The NMSBIC's lending partners include the New Mexico Community Development Loan Fund (The Loan Fund), Clearinghouse CDFI, DreamSpring (formerly Accion), WESST, LiftFund, Ventana Fund, Homewise, RCAC, and the New Mexico Mortgage Finance Authority. With the exception of the New Mexico Mortgage Finance Authority, the NMSBIC's lending partners are designated as Community Development Financial Institutions (CDFIs) by the U.S. Treasury. CDFIs have a mission of providing financing in low-income communities and to people who lack access to traditional financing. The NMSBIC began a focus of expanding its lending program in 2011. Since that time, cooperative loan agreements have increased from \$8.9 million to \$49.0 million. This growth has resulted in interest income from cooperative loan agreements that is greater than the NMSBIC's economic development program expenses and other operating expenses, resulting in the NMSBIC being a self-sustaining organization.
- Beginning in March 2020 and continuing into 2022, the NMSBIC made the following changes to its lending program to support its lending partners and small businesses in New Mexico impacted by the COVID-19 crisis.
  1. Committed an additional \$50 million in funding to lending partners, so that lending partners could make additional funding available to small businesses in New Mexico, including businesses impacted by the COVID-19 crisis;
  2. Introduced a new COVID-19 Lending Program under which the NMSBIC provides funds to lending partners at an interest rate of zero percent (0%) for up to thirty-six months for loans that lending partners make at a rate of three and three-quarters percent (3.75%) or less to businesses impacted by the COVID-19 crisis;
  3. Introduced a new lending program to provide funds for the NMSBIC's lending partners to originate loans under the Small Business Administration's (SBA) Paycheck Protection Program (PPP), under which the NMSBIC provides funds to lending partners at an interest rate of zero percent (0%) for PPP loans that lending partners make to New Mexico businesses; and

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**June 30, 2022 and 2021**

4. In order to support lending partners with loan loss reserves and with increased costs associated with originating COVID-19 Lending Program and PPP Lending Program loans, the NMSBIC lowered the interest rate by one percent (1%) for a period of twelve months on all outstanding loans originated under its traditional lending program. Due to active participation in the NMSBIC's COVID-19 lending program, the NMSBIC extended the interest rate reduction for The Loan Fund for an additional twenty-four months through March 2023.

Outstanding loan balances for the NMSBIC's COVID-19 Lending Program, the NMSBIC's PPP Lending Program, and the NMSBIC's traditional lending program, were as follows:

	<u>2022</u>	<u>2021</u>
NMSBIC PPP lending program	\$ 488,656	\$ 21,582,819
NMSBIC COVID-19 lending program	13,627,892	8,735,797
Traditional lending program, net	<u>35,180,754</u>	<u>31,722,746</u>
Total cooperative agreement loans, net	<u>\$ 49,297,302</u>	<u>\$ 62,041,362</u>

- **Notes receivable including accrued interest** increased by \$43,867 during the year, entirely due to accrued interest. This is comprised of two notes transferred to the NMSBIC related to the termination of the New Mexico Gap Fund I limited partnership in 2021. Prior to termination the NMSBIC owned 92.4% of the limited partnership. The NMSBIC purchased minority interests totaling 7.6% of the fund at a deeply discounted price of 25% to have full control of the two notes receivable that were transferred to the NMSBIC.

**Current liabilities** increased by \$6.0 million during the year, detailed as follows:

	<u>2022</u>	<u>2021</u>
Due to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978	\$ -	\$ 639,571
Debt funding payable, net	<u>6,594,080</u>	<u>-</u>
Total current liabilities	<u>\$ 6,594,080</u>	<u>\$ 639,571</u>

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**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**June 30, 2022 and 2021**

- **Due to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978** decreased by \$639,571. These are net excess of funds to be returned to the State of New Mexico Severance Tax Permanent Fund. There were no net excess funds as of June 30, 2022, compared with \$639,571 in net excess funds as of June 30, 2021.
- **Debt funding payable, net** increased by \$6.6 million during the year. This represents net funds due to lending partners as of the fiscal year-end primarily related to new loans to their customers, for which funds were drawn from the NMSBIC after the fiscal year-end. As of June 30, 2022 there was a debt funding payable of \$6.5 million, whereas as of June 30, 2021, net funds were due from lending partners resulting in a \$10.6 million debt funding receivable described in the Current Assets section above.

**Net position restricted for economic development** increased by \$16.8 at June 30, 2022, compared to June 30, 2021.

	<u>2022</u>	<u>2021</u>
Net position restricted for economic development	<u>\$ 113,659,195</u>	<u>\$ 96,810,408</u>

- The \$16.8 increase was comprised of negative \$1,027,815 in operating income, offset by a \$17.9 million contribution received from the State of New Mexico Severance Tax Permanent Fund.

The following are the NMSBIC's operating revenues and expenses, and net nonoperating revenue for the years ended June 30, 2022 and 2021.

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**MANAGEMENT'S DISCUSSION AND ANALYSIS**

**June 30, 2022 and 2021**

Change in Financial Position

	<u>2022</u>	<u>2021</u>
Operating revenues:		
Interest and dividends on investments	\$ 366,992	\$ 485,843
Interest income on cooperative loan agreements	493,061	418,526
Interest income on notes receivable	43,867	6,988
Realized (loss) gain on investment held with New Mexico		
State Investment Council	(1,507,769)	404,982
Total operating revenues	(603,849)	1,316,339
Operating expenses:		
Equity investment operating expense, net	45,386	29,560
Provision for loan losses	32,666	20,551
Impairment on equity investments	-	-
Economic development program services	182,047	168,489
Other operating expenses	163,867	164,756
Total operating expenses	423,966	383,356
Operating (expense) income	(1,027,815)	932,983
Nonoperating revenue (expense):		
Contribution from the State of New Mexico Severance Tax		
Permanent Fund pursuant to §7-27-5.15(F) NMSA 1978	17,876,602	-
Return to the State of New Mexico Severance Tax		
Permanent Fund pursuant to §5-29-7 NMSA 1978	-	(639,571)
Total nonoperating revenue (expense)	17,876,602	(639,571)
Change in net position	16,848,787	293,412
Total net position, beginning of year	96,810,408	96,516,996
Total net position, end of year	<u>\$ 113,659,195</u>	<u>\$ 96,810,408</u>

**Operating revenues** decreased by \$1.9 million during the year ended June 30, 2022, compared to June 30, 2021.

- **Interest and dividend income** includes interest from investments with the State Investment Council's Core Plus Bond Pool, and investments with the State Treasurer's Office Local Government Investment Pool. Interest and dividend income decreased by \$111,863 during the year due to lower market interest rates.

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**June 30, 2022 and 2021**

- **Interest income on cooperative loan agreements** increased by \$74,535 during the year, due primarily to a \$3.5 million increase in traditional lending program balances.
- **Interest income on notes receivable** increased by \$36,879 during the year. This is interest income on two notes transferred to the NMSBIC on April 30, 2021, related to the termination of the New Mexico Gap Fund I limited partnership.
- **Realized gain (loss) gain on investment held with New Mexico State Investment Council** is the change in market value for the Core Plus Bond Pool. The realized loss of \$1,507,769 for the year ended June 30, 2022 was due to market volatility and market value changes, and was \$1,912,751 lower than the gain of \$404,982 for the year ended June 30, 2021.

**Total operating expenses** increased by \$40,536 during the year ended June 30, 2022, compared to June 30, 2021.

- **Equity investment operating expense, net** is comprised of equity investment management fees and operating expenses, net of other income from equity investments, and increased by \$15,826 during the year.
- **Provision for loan losses** increased by \$12,115 during the year and was related to an increase in loan balances for which loan losses are passed through to the NMSBIC.
- **Impairment on equity investment.** In accordance with GASB Statement No. 72, paragraph B74, equity investments held primarily to further economic development are reported using the cost method. Equity investments are carried at cost, less capital distributions received, management fees, operating expenses, and any impairment loss. An impairment loss is recognized if the fair value of the asset has declined below the carrying value and the decline is determined not to be temporary in nature. During fiscal years ended June 30, 2022, and June 30, 2021, the evaluation of the NMSBIC's equity investments resulted in other than temporary impairment of zero in each year.
- **Economic development program services** increased by \$13,558 during the year primarily related to consulting and lending program promotional costs.
- **Other operating expenses** were relatively unchanged as compared to the prior year.

**Operating income** decreased by \$1,953,736 during the year as detailed in the operating revenue and operating expense sections above.

**Nonoperating revenue (expense)** was \$17,876,602 in revenue during the year ended June 30, 2022, compared to a \$639,571 expense for the year ended June 30, 2021, detailed as follows:

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**June 30, 2022 and 2021**

- **Contribution received from the State of New Mexico severance tax permanent fund pursuant to §7-27-5.15(F) NMSA 1978** increased by \$17.9 million during the year. There was a \$17,876,602 contribution during the year ended June 30, 2022, compared to no contribution during the year ended June 30, 2021. The contribution was received from the State of New Mexico Severance Tax Permanent Fund pursuant to §7-27-5.15(F) NMSA 1978, which indicates the state investment officer shall make a commitment to the NMSBIC equal to two percent (2.0%) of the market value of the severance tax permanent fund. The \$17.9 million contribution was based on growth in the Severance Tax Permanent Fund during the twelve months ended June 30, 2021, and was received in February 2022.
- **Return to the State of New Mexico severance tax permanent fund pursuant to §5-29-7 NMSA 1978** was zero for the year ended June 30, 2022, compared to an expense of \$639,571 during the year ended June 30, 2021. These are net excess of funds as defined by §5-29-7 NMSA 1978 and are to be returned to the State of New Mexico severance tax permanent fund no later than October 31st of any given year. There were no net excess funds in 2022.

**Change in net position** increased by \$16.8 million as compared to the prior year. Of this change, \$17.9 million was due to the contribution from the State of New Mexico severance tax permanent fund pursuant to §7-27-5.15(F) NMSA 1978, which was offset by negative operating income of \$1,027,739.

**Budgets and Budgetary Accounting**

The NMSBIC's annual budget process is not subject to legal or State approval. Therefore, there is no established process for obtaining approval of the NMSBIC's annual budget from any regulatory body. Given the NMSBIC's annual budget is not subject to legal or State approval, no budgetary statements are included in Management's Discussion and Analysis.

**Economic Outlook**

The following New Mexico review and outlook is from the UNM Bureau of Business and Economic Research's *New Mexico Economic Snapshot* as of August 2022.

**New Mexico Review and Outlook**

After advancing by 12,000 jobs (1.6%) in 2019, the employment in the state shifted downward in 020Q2 (-87,433 jobs, -10.5% year-over-year) due to the effects of the Coronavirus Pandemic. By 020Q4, the state had clawed back some of the losses but was still down 70,000 jobs (-8.9%) compared to a year earlier, which was the final fourth quarter before the beginning of the pandemic. Fast forward to 2021Q4, which is the most recent quarter of Quarterly Census of Employment and Wages (QCEW) data available, and every indication is that things had improved. In that quarter, the state was only down about 27,700 jobs (-3.3%) compared to the same quarter two years earlier.

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Preliminary CES employer survey data, which is current through 2022Q2, suggest that the situation in New Mexico continues to improve. Estimates for the most recent month (June 2022) indicate that jobs in the state are now only about 1.0% below pre-pandemic levels.

Meanwhile, personal incomes saw rapid expansion mostly on the strength of large increases in federal transfer payments (via stimulus checks, unemployment insurance payments, and unemployment bonuses). As a result, incomes advanced 7.8% in 2020 and then by 7.0% in 2021. As transfer payment growth fell into negative territory (-30.8% year-over-year) in the first quarter of 2022 (the most recent quarter of income data available), personal income fell 5.3% year-over-year.

According to the BEA, after advancing 4.3% in 2019, New Mexico's real gross state product (GSP) fell by 2.3% in 2020, but with increasing oil price and production volume in 2021, real GSP advanced 2.5% for the year. As a result, real GSP has essentially fully recovered to pre-pandemic levels. Further, the most recent data, which is current through the first quarter of 2022, shows continued year-over-year growth as the indicator was up 1.3%. However, on a quarter-over-quarter basis, GSP actually fell about 1.2% below the high-water mark reached the previous quarter.

Oil drilling rigs active in New Mexico fell from 109 at end-March 2020 to 48 at end-June and stayed at that level through October before firming by December 2020 to 65. Rig counts firmed further to 70 by end-April 2021 and continued to increase through the rest of the year, finishing at 94 at the end of December. Through April 2022, rigs remain in a band between 95 and 100 and as of the end of July 2022, rig counts have averaged about 110.

Oil production continues to outperform expectations as it has reached all-time highs in each year from 2017 through 2021 – with production in 2021 totaling 467 million barrels. The data suggest continued strength as production in the most recent quarter reached a single quarter high above 131 million barrels. Natural gas production followed a similar pattern with highs coming in each of the last three years. Like oil, natural gas production came in at an all-time high in 2021.

**New Mexico's Economic Outlook**

FOR-UNM's outlook for the New Mexico economy with regard to employment continues to follow the general shape of IHS's projection. However, the recovery is slower in New Mexico in the near term (specifically in 2022) but is more persistent as growth in New Mexico is faster beginning in 2023. In this forecast, total employment returns to pre-pandemic levels by late-2023 or early-2024, which is similar to our last forecast. Very near-term expectations are still informed by strong high frequency state-level data; however, soft national employment projections operate to dampen growth over the medium-to-long term.



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On an annual basis, FOR-UNM estimates that the state will add about 29,000 jobs (3.9%) in 2022. This is a hair slower than our last forecast, but an upward revision to 2021 data, which pushed employment levels up some 3,200 jobs for the year compared to our last report, keeps near-term levels relatively elevated in this forecast. Somewhat more dower projections beginning 2023, however, slow growth thereafter. In this forecast, FOR-UNM projects that the state will add 9,800 jobs (1.3%) in 2023 and then will add about 7,500 jobs per year thereafter.

Leisure & hospitality, the sector that lost the greatest number of jobs in the second quarter of 2020 is still well below pre-pandemic levels (about 7,500 jobs or 7.6%). However, the industry on its way to recovery. In this forecast, the industry will match 2019 employment levels in 2025, and then will end 2027 with about 1,700 jobs (1.7%) above 2019 levels.

Mining also lost a large number of jobs in 2020Q2. Structural change will keep employment in the industry soft in the coming years as producers are expected to turn to less labor-intensive drilling & extraction methods. Payrolls are now projected to end in 2027 some 3,800 jobs below (-14.8%) levels seen pre-COVID, despite the fact that every indication suggests that oil production levels will be robust throughout the forecast.

While the economy will take several years to recover all the jobs lost to the pandemic, several industries have already fully recovered or are projected to recover by 2022. In particular, professional & technical services, construction, transportation & warehousing, manufacturing, healthcare & social assistance, and surprisingly retail trade, are each projected to be fully recovered no later than end-2022. In addition, jobs will continue to be added in most of these industries throughout the forecast window. By 2027, employment in construction will be 5.4% above 2019 levels; healthcare & social assistance, 7.6% above; transportation & warehousing, a staggering 28.7% above; and professional & technical services, 15.3% above. However, after showing near-term resilience, retail trade will falter for the remainder of the forecast and will end 2027 about 0.5% below 2019 levels.

With better funding outlooks and enough time, all three government sub-sectors (state, local, and federal) should see some improvement, but not all of them will recover all pandemic-era losses. State government, which was largely unphased by the pandemic, will end 2027 with 1,900 more jobs than in 2019 (4.2%). After declining by about 10,000 jobs in 2020 and 2021, local governments, which are highly dependent on GRT revenues, will fight hard to recoup losses. However, by 2027, employment in this industry will still be about 620 jobs (-0.6%) below pre-pandemic levels. After losing jobs in 2021 due to the conclusion of the Decennial Census, the federal government should slowly move forward. By 2027, this industry is projected to end about 580 jobs (2.0%) above pre-pandemic levels.

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**June 30, 2022 and 2021**

Driven by a surge in federal transfers, personal incomes advanced 7.8% in 2020 and then another 7.0% in 2021, as it continues to be bolstered by federal transfers but also by strong wage & salary growth. Incomes will stagnate in 2022 (0.3%) as transfers are pulled back – even in spite of continued wage & salary growth. Incomes should bounce back in 2023 (4.5%) before averaging about 4.7% per year thereafter.

Real Gross State Product (GSP), like US GDP, returned to pre-pandemic levels in 2021. After growing at 2.5% in 2021, GSP growth should slow to 1.8% in 2022 before averaging 2.2% over the longer term.

FOR-UNM offers three alternative scenarios. The benefits of the optimistic scenario (5% probability) are minor; overall, jobs end up slightly higher and incomes see a marginal boost. Under this scenario, the state has about 2,000 more jobs in 2027 compared to the baseline scenario and incomes are about 1.2% higher.

There are two pessimistic scenarios. The first pessimistic scenario (35% probability) follows the “swoosh” trend of the baseline scenario but is a bit worse. Under IHS Markit’s pessimistic scenario, there is a weaker recovery in consumer spending and GDP growth than in the baseline forecast. In addition, the Russia-Ukraine conflict intensifies, leading to higher price paths for energy commodities, other industrial commodities and grains. In addition, a slower correction of supply-chain issues prolongs delays in the production and shipment of goods. When applying this scenario to New Mexico, the state ends 2027 with 5,000 fewer jobs (-0.9%) than in the baseline. The failure of the economy to initially gain its footing depresses personal incomes, and a recovery driven by low-wage industries is insufficient to recover the losses. In 2027, incomes in the pessimistic scenario are 4.2% below baseline.

The worst-case pessimistic scenario (10% probability) describes a shallow double-dip recession and, although not a perfect analog, it is aptly compared to New Mexico’s experience after the Great Recession. In this scenario, geopolitical uncertainty, inflationary pressures, as well as post-COVID fatigue, operate to constrain business investment and dampen consumer spending. What begins as short-term lay-offs, particularly in customer-service industries during the pandemic, results in permanent loss. In other industries, aggressive consolidation reduces labor demand. In this scenario, New Mexico ends 2027 with 29,000 jobs less than the baseline. Income levels end 2027 sat 7.9% below the baseline.

## **FINANCIAL STATEMENTS**

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**STATEMENTS OF NET POSITION**

**June 30, 2022 and 2021**

<u><b>Assets</b></u>	<u><b>2022</b></u>	<u><b>2021</b></u>
Current assets		
Cash and cash equivalents	\$ 125,416	\$ 249,904
Investment held with NM State Investment Council	9,457,679	10,703,744
Investment held with NM State Treasurer's Office - LGIP	58,526,105	11,087,281
Debt funding receivable, net	-	10,639,022
Interest and dividends receivable	44,853	516
Prepaid expenses	14,506	14,269
Total current assets	68,168,559	32,694,736
Noncurrent assets		
Notes receivable including accrued interest	556,191	512,324
Equity investments in New Mexico entities	2,231,223	2,201,557
Cooperative loan agreements, net of allowance for loan losses	49,297,302	62,041,362
Total noncurrent assets	52,084,716	64,755,243
Total assets	<u>\$ 120,253,275</u>	<u>\$ 97,449,979</u>
 <u><b>Liabilities</b></u>		
Current liabilities		
Due to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978	\$ -	\$ 639,571
Debt funding payable, net	6,594,080	-
Total current liabilities	6,594,080	639,571
Total liabilities	6,594,080	639,571
Net position		
Restricted for:		
Economic development	113,659,195	96,810,408
Total net position	113,659,195	96,810,408
Total liabilities and net position	<u>\$ 120,253,275</u>	<u>\$ 97,449,979</u>

**Small Business Investment Corporation**  
**(A Component Unit of the State of New Mexico)**

**STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET POSITION**

**For the Years Ended June 30, 2022 and 2021**

	<u>2022</u>	<u>2021</u>
Operating revenues		
Interest and dividends on investments	\$ 410,859	\$ 492,831
Interest income on cooperative loan agreements	493,061	418,526
Realized (loss) gain on investment held with New Mexico State Investment Council	<u>(1,507,769)</u>	<u>404,982</u>
Total operating revenues	(603,849)	1,316,339
Operating expenses		
Equity investment operating expense, net	45,386	29,560
Provision for loan losses	32,666	20,551
Economic development program services	182,047	168,489
Other operating expenses	<u>163,867</u>	<u>164,756</u>
Total operating expenses	<u>423,966</u>	<u>383,356</u>
Operating (expense) income	(1,027,815)	932,983
Nonoperating revenue (expense)		
Contribution from the State of New Mexico Severance Tax Permanent Fund pursuant to §7-27-5.15(F) NMSA 1978	17,876,602	-
Return to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978	<u>-</u>	<u>(639,571)</u>
Total nonoperating revenue (expense)	<u>17,876,602</u>	<u>(639,571)</u>
Change in net position	16,848,787	293,412
Net position - beginning of year	<u>96,810,408</u>	<u>96,516,996</u>
Net position - end of year	<u><u>\$ 113,659,195</u></u>	<u><u>\$ 96,810,408</u></u>

**Small Business Investment Corporation**  
**(A Component Unit of the State of New Mexico)**

**STATEMENTS OF CASH FLOWS**

**For the Years Ended June 30, 2022 and 2021**

	<u>2022</u>	<u>2021</u>
Cash flows from operating activities:		
Cash payments to suppliers for operating expenses	\$ (346,151)	\$ (342,255)
Net cash used by operating activities	(346,151)	(342,255)
Cash flows from noncapital financing activities:		
Cash received from Severance Tax Permanent Fund	17,876,602	-
Net cash provided by noncapital financing activities	17,876,602	-
Cash flows from investing activities:		
Purchase of investments held with NM State		
Treasurer's Office - LGIP	-	(950,000)
(Purchase) liquidation of investment held with NM		
State Investment Council	(47,438,824)	13,000,000
Acquisition of notes receivable	-	(505,337)
Investments in NM economic development activities		
under Cooperative Agreements, net	29,783,885	(11,181,083)
Net cash (used) provided by investing activities	(17,654,939)	363,580
Net decrease in cash and cash equivalents	(124,488)	21,325
Cash and cash equivalents - beginning of year	249,904	228,579
Cash and cash equivalents - end of year	<u>\$ 125,416</u>	<u>\$ 249,904</u>
Reconciliation of operating income to		
net cash used by operating activities:		
Operating (expense) income	\$ (1,027,815)	\$ 932,983
Adjustments to reconcile operating income to		
net cash used by operating activities:		
Provision for loan losses	32,666	20,551
Equity investment operating expense, net	45,386	29,560
Non-cash investment losses (gains), net	648,186	(1,318,653)
Interest and dividends receivable	(44,337)	2,314
Changes in assets and liabilities:		
Prepaid expenses	(237)	(9,010)
Net cash used by operating activities	<u>\$ (346,151)</u>	<u>\$ (342,255)</u>

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 1 – DEFINITION OF REPORTING ENTITY**

The Small Business Investment Corporation, also known as the New Mexico Small Business Investment Corporation (NMSBIC), is a nonprofit, independent, public corporation established by the New Mexico Small Business Investment Act, §58-29-1 et. Seq., NMSA1978, as amended (the Act). NMSBIC was formed to create new job opportunities by making equity investments in land, buildings or infrastructure for facilities to support new or expanding businesses in the State of New Mexico and to otherwise make debt investments and equity investments to create new job opportunities to support new or expanding businesses. NMSBIC's sole funding source is the New Mexico severance tax permanent fund.

NMSBIC seeks to establish programmatic, contractual relationships with existing and newly created providers of financial services to efficiently and effectively deliver capital for the purpose of creating new job opportunities and economic growth in the State of New Mexico. NMSBIC accomplishes this by providing capital for equity investments or loans for land, buildings or infrastructure to support new or expanded businesses, or equity investments or loans to New Mexico small businesses, to help support economic growth and job creation, and to otherwise enhance economic development objectives of the State of New Mexico.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The financial statements for NMSBIC have been prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) as applied to governmental units. The Governmental Accounting Standards Board (GASB) is the standard-setting body for governmental accounting and financial reporting. The GASB periodically updates its codification of the existing Governmental Accounting and Financial Reporting Standards, which, along with subsequent GASB pronouncements (Statements and Interpretations), constitutes GAAP for governmental units. The following is a summary of the more significant policies:

The accompanying financial statements present NMSBIC as a business-type activity, stand-alone, special purpose government. The Board of NMSBIC is appointed by the Governor of the State of New Mexico and has the power to make and alter bylaws or rules and regulations for the management and operation of the work of NMSBIC and the control and conduct of its business and affairs, including the ability to approve its own budget.

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED**

Financial Reporting Entity

In evaluating how to define NMSBIC, for financial reporting purposes, management has considered all potential component units. The decision to include any potential component units in the financial reporting entity was made by applying the criteria set forth in Governmental Accounting Standards Board (GASB) Statement No. 14, as amended by GASB Statement No. 39 and GASB Statement No. 61. Blended component units, although legally separate entities, are in substance part of the government's operations. Each discretely presented component unit is reported in a separate column in the government-wide financial statements to emphasize that it is legally separate from the government.

The basic, but not the only, criterion for including a potential component unit within the reporting entity is the governing body's ability to exercise oversight responsibility.

The most significant manifestation of this ability is financial interdependency. Other manifestation of the ability to exercise oversight responsibility include, but are not limited to, the selection of governing authority, the designation of management, the ability to significantly influence operations, and accountability for fiscal matters.

A second criterion used in evaluating potential component units is the scope of public service. Application of this criterion involves considering whether the activity benefits the government and/or its citizens.

A third criterion used to evaluate the potential component units for inclusion or exclusion from the reporting entity is the existence of special financing relationships, regardless of whether the government is able to exercise oversight responsibilities. Finally, the nature and significance of a potential component unit to the primary government could warrant its inclusion within the reporting entity.

Based upon the application of these criteria, NMSBIC has no component units, and is a component unit of the State of New Mexico. NMSBIC is not included in any other governmental "reporting entity" as defined in Section 2100, Codification of Governmental Accounting and Financial Reporting Standards, but would be included in a state-wide Comprehensive Annual Financial Report (CAFR) as a component unit with the criteria set forth in GASB No. 14 (as amended by GASB No. 39 and No. 61) for determining component units.

Basis of Presentation

NMSBIC is engaged in business-type activities only and is considered a special-purpose government in accordance with GASB Statement No. 34. The financial statements (the statements of net position, statements of revenues, expenses and changes in net position and the statements of cash flows) present only the financial statements required for enterprise funds, and report information on all of the activities of NMSBIC.



**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED**

Basis of Presentation – Continued

Operating revenue consists of investment earnings, interest and dividends. Non-operating revenue consists of funding received from the New Mexico severance tax permanent fund. The accounting objectives are determinations of net income, financial position and cash flow. All assets and liabilities are included on the statements of net position.

NMSBIC reports all direct expenses by program in the statements of revenues, expenses and changes in net position. Direct expenses are those clearly identifiable with a function. NMSBIC does not currently employ indirect cost allocation systems.

Measurement Focus and Basis of Accounting

Measurement focus refers to what is being measured; basis of accounting refers to when revenues and expenditures are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurement made, regardless of the measurement focus applied.

The financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. The economic resource measurement focus means all assets and liabilities (whether current or noncurrent) are included on the statements of net position and the operating statements present increases (revenues) and decreases (expenses) in net total position. The statements of cash flows provide information about how NMSBIC finances and meets the cash flow needs of its proprietary activity.

Revenues, expenses, gains, losses, assets, deferred outflows of resources resulting from exchange and nonexchange like transactions are recognized when the exchange takes place.

When an expenditure/expense is incurred for purposes for which both restricted and unrestricted resources are available, it is NMSBIC's policy to use restricted resources first. When expenditures/expenses are incurred for purposes for which unrestricted (committed, assigned and unassigned) resources are available, and amounts in any of these unrestricted classifications could be used, it is NMSBIC's policy to spend committed resources first.

Budgets and Budgetary Accounting

NMSBIC's annual budget process is not subject to legal or State approval, and therefore, there is no established process for obtaining approval of NMSBIC's annual budget from any regulatory bodies. In addition, NMSBIC does not have a legally adopted budget and therefore, no budgetary statements are included in these financial statements.

Cash and Equivalents

NMSBIC's cash and cash equivalents consist of checking and money market accounts that are completely liquid and have no maturity dates.

**Small Business Investment Corporation**  
**(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED**

Investments

NMSBIC may only make debt and equity investments in New Mexico businesses and in accordance with restrictions imposed by the Act.

Certain investments for NMSBIC are reported at fair value. Fair value is the amount at which a financial instrument could be exchanged in a current transaction between willing parties. The State Treasurer's Investment Pool (Pool) operates in accordance with appropriate state laws and regulations. The reported value of the Pool is the same as the fair value of the Pool shares.

In accordance with GASB Statement No. 72, paragraph B74, equity investments held primarily to further economic development are reported using the cost method. Equity investments are carried at cost, less capital distributions received, management fees, operating expenses, and any impairment loss. An impairment loss is recognized if the fair value of the asset has declined below the carrying value and the decline is determined not to be temporary in nature.

A loan receivable is considered to be past due if any portion of the receivable balance is unpaid and outstanding for more than one month. For the years ended June 30, 2022 and 2021, allowances have been established for loan losses incurred as a result of debt investments made under Cooperative Agreements are as follows:

	<u>2022</u>	<u>2021</u>
Allowance for loan losses, beginning	\$ 58,948	\$ 94,432
Loan losses incurred in current period	(39,447)	(56,035)
Provision for loan losses	<u>32,666</u>	<u>20,551</u>
Allowance for loan losses, ending	<u>\$ 52,167</u>	<u>\$ 58,948</u>

Debt Funding Receivables and Payables

Debt funding receivables and payables are the currently due or owed settlements for debt investments made under Cooperative Agreements.

Prepaid Expenses

Prepaid balances are for payments made by NMSBIC in the current year to provide services occurring in the subsequent fiscal year, and the reserve for prepaid items has been recorded to signify that a portion of fund balance is not available for other subsequent expenditures.

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED**

Net Position/Fund Equity

The statements of net position consists of three components: net investment in capital assets; restricted; and unrestricted. NMSBIC had no net investment in capital assets or unrestricted activities as of June 30, 2022 or 2021.

Net position is reported as restricted when constraints placed on net position use are externally imposed by creditors such as through debt covenants, grantors, contributors, or laws or regulations of other governments or imposed by law through constitutional provisions or enabling legislation. Enabling legislation includes a legal enforceable requirement that resources be only for the specific purposes stipulated in the legislation.

Legal enforceability means the government can be impelled by an external party - such as citizens, public interest groups or the judiciary - to use resources for the purposes specified by the legislation.

These resources remaining in net position were received or earned with the explicit understanding between NMSBIC and the resource provider (grantor, contributor, other government or enabling legislation) that the funds would be used for a specific purpose. NMSBIC has presented restricted net position as follows as of June 30, 2022 and 2021:

	<u><b>2022</b></u>	<u><b>2021</b></u>
Cumulative severance tax permanent fund capital contributions	\$ 128,437,356	\$ 110,560,754
Cumulative return of net excess funds	(2,831,132)	(2,831,132)
Cumulative expenses in excess of other revenues	<u>(11,947,029)</u>	<u>(10,919,214)</u>
	<u><b>\$ 113,659,195</b></u>	<u><b>\$ 96,810,408</b></u>

Severance Tax Permanent Fund Proceeds

Prior to July 1, 2007, Section 7-27-5.15 NMSA 1978 required that the State Investment Officer make a commitment to NMSBIC pursuant to the Act to invest three-fourths of one percent of the market value of the New Mexico Severance Tax Permanent Fund. If at any time the commitment fell below that level, further commitments must be made until the invested capital is equal to three-fourths one percent of the market value of the fund. Effective July 1, 2007, the commitment was increased to one percent. Effective July 1, 2019, the commitment was increased to two percent. Funding received from the State Investment Officer due to the net market value of the New Mexico Severance Tax Permanent Fund was \$17,876,602 and zero in 2022 and 2021, respectively.

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED**

Other Program Services

Other program services are comprised of an allocation of management and general expenses directly related to delivery of program services.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Pensions and OPEB

NMSBIC, as part of the primary government of the State of New Mexico, is included in the State's CAFR, however, does not have any employees. Thus, NMSBIC is not a contributing employer to the cost-sharing multiple employer defined benefit pension plan administered by the Public Employees Retirement Association (PERA) or New Mexico Retiree Health Care Authority (NMRHCA). No disclosures are required for these stand-alone financial statements and all disclosures pertaining to these plans will be contained in the General Fund and the CAFR and will be available, when issued, from the Office of the State Controller, Room 166, Bataan Memorial Building 407 Galisteo Street, Santa Fe, New Mexico, 87501.

COVID-19 Pandemic

At a national and international level, government restrictions on travel and the behavioral changes by the public due to COVID-19 outbreaks across the globe are negatively impacting various industries and the related world markets. While the disruption is expected to be temporary, there is considerable uncertainty around the duration and ultimate financial impact of these actions.

Subsequent Events

NMSBIC has evaluated all events occurring subsequent to June 30, 2022 and through September 23, 2022, which is the date that the financial statements were issued and believes that any such events occurring during this period have been either recognized or disclosed in the accompanying financial statements.

**NOTE 3 – DEPOSITS**

State statutes authorize the investment of NMSBIC's funds in a wide variety of instruments including certificates-of-deposit and other similar obligations, state investment pool, money market accounts, and United States Government obligations. All invested funds of NMSBIC properly followed State investment requirements as of June 30, 2022 and 2021, respectively.

**Small Business Investment Corporation**  
**(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 3 – DEPOSITS – CONTINUED**

Deposits of funds may be made in interest or non-interest-bearing checking accounts in one or more banks or savings and loan associations within the geographical boundaries of NMSBIC. Deposits may be made to the extent that they are insured by an agency of the United States or by collateral deposited as security or by bond given by the financial institution. The rate of interest in non-demand interest-bearing accounts shall be set by the State Board of Finance, but in no case, shall the rate of interest be less than one hundred percent of the asked price on United States treasury bills of the same maturity on the day of deposit.

Excess of funds may be temporarily invested in securities which are issued by the State or by the United States government, or by their agencies, and which are either direct obligations of the State or the United States or are backed by the full faith and credit of those governments.

The types of collateral allowed are limited to direct obligations of the United States Government and all bonds issued by any agency, district or political subdivision of the State of New Mexico.

According to the Federal Deposit Insurance Corporation, public unit deposits are funds owned by the public unit. Time deposits, savings deposits and interest-bearing NOW accounts of a public unit in an institution in the same state will be insured up to \$250,000 in aggregate and separate from the \$250,000 coverage for public unit demand deposits at the same institution.

Deposits

Custodial Credit Risk – Deposits. Custodial credit risk is the risk that in the event of bank failure, NMSBIC's deposits may not be returned to it. NMSBIC does not have a deposit policy for custodial credit risk, other than the following state statutes as put forth in the Public Money Act (Section 6-10-1 to 6-10-63, NMSA 1978.) As of June 30, 2022 and 2021, all of NMSBIC's deposits were fully insured. New Mexico State Statutes require collateral pledged for deposits in excess of the federal deposit insurance to be delivered, or a joint safekeeping receipt be issued, to NMSBIC for a least one half of the amount on deposit with the institution.

All deposits are held with First National 1870, a division of Sunflower Bank N.A., as follows:

	<u><b>2022</b></u>	<u><b>2021</b></u>
Amount of deposits	\$ 125,416	\$ 249,904
FDIC Insurance	<u>(125,416)</u>	<u>(249,904)</u>
Uninsured deposits	-	-
Collateral from financial institution	<u>-</u>	<u>-</u>
Total uninsured and uncollateralized deposits	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 4 – FAIR VALUE MEASUREMENT**

NMSBIC accounts for certain investments in accordance with Governmental Accounting Standards Board Statement No. 72 Fair Value Measurements and Application (GASB 72), which establishes fair value standards for certain investments held by governmental entities. GASB 72 requires certain assets and liabilities to be measured at fair value using a consistent and more detailed definition of fair value and accepted valuation techniques. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

This pronouncement establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets and liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are as follows:

Level 1 – Unadjusted quoted prices in active markets for identical investments that NMSBIC has the ability to access at the measurement date.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the investment, either directly or indirectly. These inputs may include quoted prices for the identical instrument in an inactive market, inputs other than observable quoted prices, or inputs derived principally from or corroborated by observable market data by correlation or other means.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

**Small Business Investment Corporation**  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 4 – FAIR VALUE MEASUREMENT – CONTINUED**

The following tables presents the fair value hierarchy for assets measured at fair value on a recurring basis as of June 30, 2022 and 2021:

<b><u>Assets at Fair Value</u></b>				
<b>Description – 2022</b>	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Cooperative loan agreements	\$ 49,297,302	\$ -	\$ 49,297,302	\$ -
Investment held with NM State Treasurer’s Office – LGIP	58,526,105	-	58,526,105	-
Investment held with NM State Investment Council	9,457,679	-	9,457,679	-
	<u>\$ 117,281,086</u>	<u>\$ -</u>	<u>\$ 117,281,086</u>	<u>\$ -</u>

<b><u>Assets at Fair Value</u></b>				
<b>Description – 2021</b>	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Cooperative loan agreements	\$ 62,041,362	\$ -	\$ 62,041,362	\$ -
Investment held with NM State Treasurer’s Office – LGIP	11,087,281	-	11,087,281	-
Investment held with NM State Investment Council	10,703,744	-	10,703,744	-
	<u>\$ 83,832,387</u>	<u>\$ -</u>	<u>\$ 83,832,387</u>	<u>\$ -</u>

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used.

*Cooperative loan agreements:* Valued at the net asset value of debt investment at year-end.

*Investment held with NM State Treasurer’s Office - LGIP and NM State Investment Council:* Valued at NMSBIC’s percentage share in the pooled fund in which the pooled securities are measured using the closing price of the traded security at the statement of net position date.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while management believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

**Small Business Investment Corporation**  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 5 – INVESTMENTS IN NM STATE INVESTMENT COUNCIL AND NM LOCAL GOVERNMENT INVESTMENT POOL**

NMSBIC's investments are governed by state law, as well as a formal investment policy. The policy permits investments which are within New Mexico constitutional and statutory law; however, the policy does stipulate that asset-backed or collateralized securities must be rated AA or better. NMSBIC invests through the New Mexico State Treasurer's Local Government Investment Pool, and the New Mexico State Investment Council, which utilizes a list of legal investments per the State of New Mexico.

NMSBIC reports gains and losses on investments as increases or decreases in restricted net assets unless their use is permanently restricted by explicit donor stipulations or by law.

**Interest Rate Risk**

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of NMSBIC's investments. As a means of limiting its exposure to fair value risk arising from rising interest rates, the NMSBIC's investment policy requires investment of currently available funds to have a maturity of no greater than three years, with the exception of the investment in the Core Plus Bond pool held with the New Mexico State Investment Council.

**Concentration of Credit Risk**

Concentration of credit risk is the risk of loss attributed to the magnitude of NMSBIC's investment in a single issuer. NMSBIC's investments held with the NM State Investment Council and the NM Local Government Investment Pool are collateralized by the State of New Mexico.

**Investment in NM State Investment Council**

NMSBIC holds investments in NM State Investment Council and the make up the portfolio is the following:

**2022**

Description	Level of Inputs	Percentage of Portfolio	Market Value	Credit Risk Rating
Core Plus Bond	Level 2	100.00%	\$9,457,679	Not available



**Small Business Investment Corporation  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 5 – INVESTMENTS IN NM STATE INVESTMENT COUNCIL AND NM LOCAL GOVERNMENT INVESTMENT POOL – CONTINUED**

**2021**

Description	Level of Inputs	Percentage of Portfolio	Market Value	Credit Risk Rating
Core Plus Bond	Level 2	100.00%	\$10,703,744	Not available

**NM Local Government Investment Pool**

The New MexiGROW Local Government Investment Pool's (LGIP) investments are valued at fair value based on quoted market prices as of the valuation date. The LGIP is not SEC registered. The New Mexico State Treasurer is authorized to invest the short-term investment funds, with the advice and consent of the State Board of Finance, in accordance with Sections 6-10-10(I) through 6-10-10(P) and Sections 6-10-10.1(A) and (E), NMSA 1978. The LGIP's investments are monitored by the same policies and procedures that apply to all other state investments. The pool does not have unit shares. Per Section 6-10-10.1(F), NMSA 1978, at the end of each month all interest earned is distributed by the State Treasurer to the contributing entities in amounts directly proportionate to the respective amounts deposited in the fund and the length of time the fund amounts were invested. Participation in the LGIP is voluntary.

**2022**

Description	Fair Value	Rating	Weighted Average Maturities
Investment held with NM State Treasurer's Office – LGIP	\$ 58,526,105	AAAm	43 Days (r) ; 88 Days (F)

**2021**

Description	Fair Value	Rating	Weighted Average Maturities
Investment held with NM State Treasurer's Office – LGIP	\$ 11,087,281	AAAm	48 Days (r) ; 78 Days (F)

**Small Business Investment Corporation**  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES**

Cooperative Loan Agreements

NMSBIC is party to Cooperative Loan Agreements as follows:

- New Mexico Community Development Loan Fund (NMCDLF or The Loan Fund). NMSBIC is party to a revolving loan Cooperative Agreement with The Loan Fund, a non-profit Community Development Financial Institution (CDFI). Under this agreement, the NMSBIC provides a revolving loan to this corporation, which is fully collateralized by pledged loans. The agreement limits certain delinquent loans for use as collateral, limits the maximum loan size and the number of modifications allowed on nonperforming loans, and requires the corporation to maintain certain levels of liquidity, leverage, and net assets. The corporation undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in January 2029. Either party can terminate the agreement with 90 days written notice, with the outstanding balance repaid based on balances of collateralized loans. During the years ended June 30, 2022 and 2021, interest income of \$162,433 and \$173,527, respectively, was recognized related to this investment.

As of March 2020, in order to support its lending partners and small businesses impacted by the COVID-19 crisis, changes were made to the agreement that included: (i) the interest rate on the loan was reduced to 1.0% from 2.0% for a period of twelve months ending February 28, 2021; and (ii) the NMSBIC added a new COVID-19 Lending Program under which the interest rate charged by the NMSBIC is zero percent for up to thirty-six months, provided corporation's loan is to a business impacted by the COVID-19 crisis and the interest rate to the business is at 3.75% or less. Due to The Loan Fund's active participation in the NMSBIC's COVID-19 Lending Program, the NMSBIC extended the reduction of the interest rate of the loan to 1.0% to 2.0% through March 24, 2023 and extended the period for The Loan Fund to originate NMSBIC COVID-19 Lending Program loans through February 28, 2022. See supplementary schedules for detail on this agreement.

- WESST Corp. (WESST). NMSBIC is party to a loan participation Cooperative Agreement with WESST, a non-profit CDFI. Under the agreement, WESST provides 25% of the funding and the NMSBIC provides the remaining 75%. NMSBIC shares in 75% of loan losses. The agreement limits the maximum loan size. Loans are serviced by the corporation, with monthly reports and principal and interest remittances provided to NMSBIC. Either party can terminate the agreement with 90 days written notice, with the outstanding balance repaid in the normal course of business. During the years ended June 30, 2022 and 2021, interest income of \$1,909 and \$2,345, respectively, was recognized related to this investment. See supplementary schedules for detail on this agreement.

**Small Business Investment Corporation  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED**

Cooperative Loan Agreements – Continued

- DreamSpring (formerly ACCION). NMSBIC is party to a loan participation Cooperative Agreement with DreamSpring, a non-profit CDFI. Under the agreement DreamSpring provides 25% of the funding and the NMSBIC provides the remaining 75%. NMSBIC shares in 75% of loan losses. In November 2013, the NMSBIC terminated the original participation agreement with outstanding loans handled in the ordinary course of business. In November 2013 the NMSBIC entered into new participation agreement with DreamSpring, referred to as the 2013 Lending Program. Under the 2013 Lending Program loan losses that can be passed through to the NMSBIC are limited to 1% of the average outstanding loan balance during any fiscal year. The agreement limits the maximum loan size and the number of modifications allowed on nonperforming loans. The corporation undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. Loans are serviced by the corporation, with monthly reports and principal and interest remittances provided to NMSBIC. Either party can terminate the agreement with 90 days written notice, with outstanding loans handled in the ordinary course of business. During the years ended June 30, 2022 and 2021, interest income of \$118,341 and \$137,041, respectively, was recognized related to this investment.

Beginning in April 2020, in order to support its lending partners and small businesses impacted by the COVID-19 crisis, a series of changes were made to the agreement that included: (i) the interest rate received by the NMSBIC was reduced to 2.0% from 3.0% for a period of twelve months ending March 31, 2021, which resulted in the net interest rate after loan losses being reduced to 1% from 2%; (ii) the NMSBIC added a new COVID-19 Lending Program under which the interest rate charged by the NMSBIC is zero percent for up to thirty-six months, provided DreamSpring's loan is to a business impacted by the COVID-19 crisis and the interest rate to the business is at 3.75% or less, and with no losses passed through to the NMSBIC on the COVID-19 Lending Program; and (iii) the NMSBIC added a new PPP Lending Program for DreamSpring to originate loans under the Small Business Administration's (SBA) Paycheck Protection Program (PPP). The PPP loans are guaranteed by the SBA, and the interest rate charged by the NMSBIC is zero percent on funds used to originate PPP loans. See supplementary schedules for detail on this agreement.

**Small Business Investment Corporation  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED**

Cooperative Loan Agreements – Continued

- New Mexico Mortgage Finance Authority (NMMFA). NMSBIC is party to a revolving loan Cooperative Agreement with NMMFA, a public body politic and corporate, separate and apart from but constituting a governmental instrumentality of the state of New Mexico. Under this agreement, the NMSBIC provides an unsecured revolving loan to this corporation. The agreement limits the maximum loan size, and requires the corporation to maintain certain levels of leverage and net assets. The corporation undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in November 2023. During the years ended June 30, 2022 and 2021, interest income of \$15,222 and \$14,333, respectively, was recognized related to this investment. See supplementary schedules for detail on this agreement.
- Ventana Fund. As of December 2019, NMSBIC entered into a revolving loan Cooperative Agreement with Ventana Fund, a non-profit CDFI. Under this agreement, the NMSBIC provides a revolving loan to this corporation, which is fully collateralized by pledged loans. The agreement limits certain delinquent loans for use as collateral, limits the term that loans are eligible as collateral to no more than five years, and limits the maximum loan-to-value for NMSBIC funds. The corporation undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. NMSBIC has the right to reduce the maximum funding amount by the amount of any funds not used in the previous twelve months. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in December 2029. During the years ended June 30, 2022 and 2021, interest income of \$166,849 and \$87,071, respectively, was recognized related to this investment.

As of March 2020, in order to support its lending partners and small businesses impacted by the COVID-19 crisis, changes were made to the agreement that included: (i) the interest rate on the loan was reduced to 1.0% from 2.0% for a period of twelve months ending February 28, 2021; and (ii) the NMSBIC added a new COVID-19 Lending Program under which the interest rate charged by the NMSBIC is zero percent for up to thirty-six months, provided the corporation's loan is to a business impacted by the COVID-19 crisis and the interest rate to the business is at 3.75% or less. See supplementary schedules for detail on this agreement.

**Small Business Investment Corporation  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED**

Cooperative Loan Agreements – Continued

- **LiftFund.** As of March 2020, NMSBIC entered into a new revolving loan Cooperative Agreement with LiftFund, a non-profit CDFI. Under this agreement, the NMSBIC provides a revolving loan to this corporation, which is fully collateralized by pledged loans. The agreement limits certain delinquent loans for use as collateral, limits the maximum loan size and the number of modifications allowed on nonperforming loans, and requires the corporation to maintain certain levels of leverage and net assets. The corporation also undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in March 2025. During the years ended June 30, 2022 and 2021, interest income of zero was recognized related to this investment.

As of March 2020, in order to support its lending partners and small businesses impacted by the COVID-19 crisis, changes were made to the agreement that included: (i) the interest rate on the loan was reduced to 1.0% from 2.0% for a period of twelve months ending February 28, 2021; and (ii) the NMSBIC added a new COVID-19 Lending Program under which the interest rate charged by the NMSBIC is zero percent for up to thirty-six months, provided the corporation's loan is to a business impacted by the COVID-19 crisis and the interest rate to the business is at 3.75% or less. See supplementary schedules for detail on this agreement.

- **Homewise.** As of March 2020, NMSBIC entered into a new revolving loan Cooperative Agreement with Homewise, a non-profit CDFI. Under this agreement, the NMSBIC provides a revolving loan to this corporation, which is fully collateralized by pledged loans. The agreement limits certain delinquent loans for use as collateral, limits loan size, limits the term that loans are eligible as collateral to no more than five years, limits the maximum loan-to-value for NMSBIC funds, and requires the corporation to maintain certain levels of leverage and net assets. The corporation undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in March 2025. During the years ended June 30, 2022 and 2021, interest income of \$28,301 and \$4,209, respectively, was recognized related to this investment.

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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED**

Cooperative Loan Agreements – Continued

As of March 2020, in order to support its lending partners and small businesses impacted by the COVID-19 crisis, changes were made to the agreement that included: (i) the interest rate on the loan was reduced to 1.0% from 2.0% for a period of twelve months ending February 28, 2021; and (ii) the NMSBIC added a new COVID-19 Lending Program under which the interest rate charged by the NMSBIC is zero percent for up to thirty-six months, provided the corporation's loan is to a business impacted by the COVID-19 crisis and the interest rate to the business is at 3.75% or less. See supplementary schedules for detail on this agreement.

- RCAC. As of October 2020, NMSBIC entered into a new revolving loan Cooperative Agreement with RCAC, a non-profit CDFI. Under this agreement, the NMSBIC provides a revolving loan to this corporation, which is fully collateralized by pledged loans. The agreement limits certain delinquent loans for use as collateral, limits the maximum loan size and the number of modifications allowed on nonperforming loans, and requires the corporation to maintain certain levels of leverage and net assets. The corporation also undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in October 2025. During the years ended June 30, 2022 and 2021, interest income of zero was recognized related to this investment.

In order to support its lending partners and small businesses impacted by the COVID-19 crisis, the loan to RCAC included the following: (i) the interest rate on the loan was reduced to 1.0% from 2.0% for a period of twelve months ending September 30, 2021; and (ii) the NMSBIC added a new COVID-19 Lending Program under which the interest rate charged by the NMSBIC is zero percent for up to thirty-six months, provided the corporation's loan is to a business impacted by the COVID-19 crisis and the interest rate to the business is at 3.75% or less. See supplementary schedules for detail on this agreement.

- Clearinghouse CDFI. As of April 2022, NMSBIC entered into a new revolving loan Cooperative Agreement with Clearinghouse CDFI, a for-profit CDFI. Under this agreement, the NMSBIC provides a revolving loan to this corporation, which is fully collateralized by pledged loans. The agreement limits certain delinquent loans for use as collateral, limits the maximum loan size and the number of modifications allowed on nonperforming loans, and requires the corporation to maintain certain levels of leverage and net assets. The corporation also undertakes good faith efforts to make loans outside the Albuquerque metropolitan area. NMSBIC does not share in any loan losses or recoveries. Loans are serviced by the corporation, with quarterly reports and principal and interest remittances provided to NMSBIC. The outstanding principal balance of the revolving loan matures in April 2032. During the years ended June 30, 2022 and 2021, interest income of zero was recognized related to this investment.

**Small Business Investment Corporation  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED**

Equity Cooperative Agreements

NMSBIC is party to several Subscription Agreements and Limited Partnership Agreements under which it has acquired interests as a limited partner in various limited partnerships. Under these agreements, NMSBIC has made capital contribution commitments to provide funding to these limited partnerships to be used for debt or equity investments made in New Mexico small businesses. The New Mexico Gap Fund I Limited Partnership terminated in May 2021, with two notes receivable transferred to the NMSBIC prior to termination of the limited partnership. The New Mexico Community Capital Fund I Limited Partnership, and the New Mexico Mezzanine Partner Limited Partnership, have passed the fund termination dates, and are both in winding-up periods. The NMSBIC's investments in Verge I L.P., Verge I.5 L.P., Verge II L.P., and Verge II.5 L.P., were combined into Verge I II Combined L.P. as of January 1, 2021. Verge I II Combined L.P. has a termination date of December 31, 2025. See supplementary schedules for detail on these agreements.

Notes Receivable

NMSBIC acquired two promissory notes from the New Mexico Gap Fund I, L.P. in April 2021, prior to termination of the fund in May 2021. Prior to termination of the fund the NMSBIC owned 92.4% of the limited partnership. The NMSBIC purchased minority interests totaling 7.6% of the fund at a deeply discounted price of 25% of the value to have full control of the two promissory notes that were transferred to the NMSBIC.

**NOTE 7 – REVERSIONS OF SEVERANCE TAX PERMANENT FUND**

Pursuant to Section 58-29-7 NMSA 1978, the NMSBIC shall revert to the Severance Tax Permanent Fund an amount equal to the net excess funds held by the NMSBIC. "Net excess funds" are calculated as the return on investments to the corporation in the amounts of dividends and interest actually received plus any capital gains actually realized, less the operating expenses of the NMSBIC and less amounts reasonably reserved for losses. NMSBIC had excess funds of zero and \$639,571 as of June 30, 2022 and 2021, respectively, that are required to be returned to the Severance Tax Permanent Fund. Any net excess funds are reflected as a liability in the accompanying financial statements.

**Small Business Investment Corporation**  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 7 – REVERSIONS OF SEVERANCE TAX PERMANENT FUND – CONTINUED**

	<u>2022</u>	<u>2021</u>
Interest and dividends received, cash basis	\$ 815,886	\$ 864,128
Operating expenses, net of loan losses	(391,303)	(362,805)
Accumulated reserve for debt and equity losses	(52,167)	(58,948)
Fair value change, investment with NMSIC	(1,507,769)	404,982
Capital loss realized	<u>-</u>	<u>-</u>
Net excess funds	(1,135,353)	847,357
Cumulative overpayment of net excess funds	<u>-</u>	<u>(207,786)</u>
Net (deficient) excess funds	<u>\$ (1,135,353)</u>	<u>\$ 639,571</u>

The NMSBIC's adoption of the GASB reporting framework affects the capital gains component of the net excess of funds formula. Beginning with the NMSBIC audited financial statements for the fiscal year end June 30, 2019, the value of NMSBIC equity investments in limited partnerships will be reported at the investment's original, historic cost on an "entity" or "fund by fund" basis rather than on a "aggregate" portfolio company basis as was the case in prior fiscal years and as was required under the prior reporting framework. As a result, solely because of the accounting change and not due to any economic activity, for the fiscal year ended June 30, 2019 and subsequent years, capital gains aren't recognized until the NMSBIC recovers its entire original, historic cost basis in a limited partnership investment, rather than recognizing capital gains on individual portfolio company transactions within the limited partnership as was the case under the prior reporting framework. The amount of "capital gains actually realized" is different under the GASB financial reporting method than it was under prior reporting methodologies. The change results in gains being recognized in later years, because the entire historic investment cost in a limited partnership investment has to be recovered first, rather than the just the internal investment cost of the limited partnership in a specific individual portfolio company. Absent an adjustment in the calculation of net excess funds to reflect the change in accounting methodologies, the NMSBIC would include gain in the calculations twice, in years prior to the fiscal year ended June 30, 2019 on an "aggregate" portfolio company by portfolio company basis, and again in the fiscal year ended June 30, 2019 and subsequent years on an "entity" basis. Thus, the excess net excess of funds payment the NMSBIC made in the fiscal year ended June 30, 2016, after reducing that amount for net excess of funds amounts that would have been payable in subsequent fiscal years, results in a credit to apply against net excess fund amounts calculated as due in the fiscal year ended June 30, 2021. As of June 30, 2021, all of the remaining credit was applied against net excess funds amount calculated, thereby reducing the credit to zero.



**Small Business Investment Corporation  
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**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 8 – CAPITAL COMMITMENTS**

As of June 30, 2022, total remaining commitments under debt cooperative agreements and equity cooperative agreements were \$23,091,037 and \$75,052, respectively. See supplementary schedules for details of these remaining commitments.

**NOTE 9 – TRANSFERS FROM OTHER AGENCIES**

NMSBIC's sole source of funding are distributions from the New Mexico Severance Tax Permanent Fund. The amounts of these distributions for 2022 and 2021 were \$17,876,602 and zero, respectively. Details of these distributions are as follows:

<u>2022</u> Agency	Number	Amount	Purpose
DFA	34100	\$ 17,876,602	Severance Tax Permanent Fund Proceeds

**NOTE 10 – CONCENTRATIONS**

Concentration of Funding

NMSBIC receives 100% of its funding from the New Mexico Severance Tax Permanent Fund.

Concentration of Credit Risk

NMSBIC enters into Cooperative Agreements with parties that have demonstrated the ability to provide business assistance to new and expanding businesses and that are primarily engaged in the business of providing business services and debt and equity capital to new and expanding businesses. Under Cooperative Agreements with lenders, the lenders use their own funds and funds provided by NMSBIC to make loans to new and expanding businesses. Concentrations of credit risk arise from a number of loans made by such third parties utilizing NMSBIC funds to startup businesses. The lenders with which NMSBIC has entered into Cooperative Agreements have discretion as to whether or not to require, and the amount of, collateral taken, on the loans.

**NOTE 11 – RISK MANAGEMENT**

NMSBIC is exposed to various risk of loss related to torts, theft, and errors and omissions. NMSBIC insures against certain possible losses with a non-profit management liability insurance policy issued by Admiral Insurance Company that includes directors, officers and organization liability insurance, employment practices liability insurance, and third-party wrongful acts liability insurance. NMSBIC has no employees, no real property interests, and no significant tangible personal property.

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**NOTES TO FINANCIAL STATEMENTS**

**June 30, 2022 and 2021**

**NOTE 11 – RISK MANAGEMENT – CONTINUED**

For the last three years, NMSBIC has not filed any claims on its insurance policy. There have been no significant reductions in major risk categories or insurance coverage during the past year.

**NOTE 12 – RECENT PRONOUNCEMENTS**

In June 2017, GASB Statement No. 87 Leases, was issued. The provisions of this Statement are effective for reporting periods beginning after December 15, 2021. NMSBIC does not expect this pronouncement to have a material effect on its financial statements.

In May 2020, GASB Statement No. 91, Conduit Debt Obligations, was issued. The requirements of this Statement are effective for reporting periods beginning after December 15, 2021. NMSBIC does not expect this pronouncement to have a material effect on its financial statements.

In March 2020, GASB Statement No. 94 Public-Private and Public-Public Partnerships and Availability Payment Arrangements, was issued. The provisions of this Statement are effective for reporting periods beginning after June 15, 2022. NMSBIC does not expect this pronouncement to have a material effect on its financial statements.

In May 2020, GASB Statement No. 96 Subscription-Based Information Technology Arrangements, was issued. The provisions of this Statement are effective for fiscal years beginning after June 15, 2022. NMSBIC does not expect this pronouncement to have a material effect on its financial statements.

## **SUPPLEMENTAL INFORMATION**

**Small Business Investment Corporation  
(A Component Unit of the State of New Mexico)**

**SCHEDULES OF ACTIVITY OF DEBT COOPERATIVE AGREEMENTS**

Years Ended June 30, 2022 and 2021

	Loan Commitments	Beginning Gross Loan Balance	Loan Funding Net of Repayments	Realized Loan (Loss) Recovery	Ending Gross Loan Balance	Allowance for Loan Losses	Ending Net Loan Balance
For the year ended June 30, 2022							
1. DreamSpring #1*	\$ -	\$ 592	\$ (592)	\$ -	\$ -	\$ -	\$ -
2. DreamSpring #2	7,750,000	4,934,724	(1,455,480)	(39,447)	3,439,797	(34,398)	3,405,399
3. DreamSpring #3**	815,506	21,582,819	(21,094,163)	-	488,656	-	488,656
4. NMCDLF	35,000,000	26,543,780	2,199,004	-	28,742,784	-	28,742,784
5. WESST Corp	375,000	59,415	51,644	-	111,059	(17,769)	93,290
6. NMMFA	2,500,000	1,000,000	(1,000,000)	-	-	-	-
7. Ventana Fund	15,000,000	7,373,127	2,266,947	-	9,640,074	-	9,640,074
8. Homewise	4,000,000	572,608	1,333,065	-	1,905,673	-	1,905,673
9. Lift Fund	1,000,000	33,245	(11,819)	-	21,426	-	21,426
10. RCAC	1,000,000	-	-	-	-	-	-
11. Clearinghouse CDFI	5,000,000	-	5,000,000	-	5,000,000	-	5,000,000
	<u>\$ 72,440,506</u>	<u>\$ 62,100,310</u>	<u>\$ (12,711,394)</u>	<u>\$ (39,447)</u>	<u>\$ 49,349,469</u>	<u>\$ (52,167)</u>	<u>\$ 49,297,302</u>

For the year ended June 30, 2021							
1. DreamSpring #1*	\$ -	\$ 22,687	\$ (27,802)	\$ 5,707	\$ 592	\$ (95)	\$ 497
2. DreamSpring #2	7,750,000	7,418,518	(2,422,052)	(61,742)	4,934,724	(49,347)	4,885,377
3. DreamSpring #3**	35,000,000	30,000,000	(8,417,181)	-	21,582,819	-	21,582,819
4. NMCDLF	27,500,000	19,800,854	6,742,926	-	26,543,780	-	26,543,780
5. WESST Corp	375,000	103,859	(44,444)	-	59,415	(9,506)	49,909
6. NMMFA	2,500,000	-	1,000,000	-	1,000,000	-	1,000,000
7. Ventana Fund	10,500,000	5,151,731	2,221,396	-	7,373,127	-	7,373,127
8. Homewise	4,000,000	-	572,608	-	572,608	-	572,608
9. Lift Fund	3,000,000	147,621	(114,376)	-	33,245	-	33,245
10. RCAC	1,000,000	-	-	-	-	-	-
	<u>\$ 91,625,000</u>	<u>\$ 62,645,270</u>	<u>\$ (488,925)</u>	<u>\$ (56,035)</u>	<u>\$ 62,100,310</u>	<u>\$ (58,948)</u>	<u>\$ 62,041,362</u>

\*The DreamSpring #1 commitment was terminated in 2013 and replaced by DreamSpring #2. Active loans under the DreamSpring #1 agreement will run off under their normal course.

\*\*The DreamSpring #3 is used to fund Small Business Administration (SBA) Paycheck Protection Program (PPP) loans.

See Independent Auditors' Report.

**Small Business Investment Corporation**  
**(A Component Unit of the State of New Mexico)**

**SCHEDULES OF ACTIVITY OF EQUITY COOPERATIVE AGREEMENTS**

Years Ended June 30, 2022 and 2021

	Investment Capital Commitments	Investment Activity, Cost Method of Accounting					Ending Investment Fair Value*
		Beginning Investment Cost Method	Capital Calls and Redemptions	Other Than Temporary Impairment	Operating Expense	Ending Investment Cost Method	
For the year ended June 30, 2022							
1. NMCCF	\$ 7,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,172,579
2. Verge I**	-	-	-	-	-	-	-
3. Verge I.5**	-	-	-	-	-	-	-
4. NM Gap Fund I	2,000,000	-	-	-	-	-	-
5. NM Mezzanine Fund	3,000,000	688,800	-	-	-	688,800	885,890
6. Verge II**	-	-	-	-	-	-	-
7. Verge II.5**	-	-	-	-	-	-	-
8. Verge I II Combined	9,025,156	1,512,757	75,052	-	(45,386)	1,542,423	3,857,073
	<u>\$ 21,025,156</u>	<u>\$ 2,201,557</u>	<u>\$ 75,052</u>	<u>\$ -</u>	<u>\$ (45,386)</u>	<u>\$ 2,231,223</u>	<u>\$ 5,915,542</u>
For the year ended June 30, 2021							
1. NMCCF	\$ 7,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 525,765
2. Verge I**	-	69,315	(66,881)	-	(2,434)	-	-
3. Verge I.5**	-	254,425	(253,592)	-	(833)	-	-
4. NM Gap Fund I	2,000,000	460,811	(455,235)	-	(5,576)	-	-
5. NM Mezzanine Fund	3,000,000	688,800	-	-	-	688,800	858,492
6. Verge II**	-	203,194	(203,194)	-	-	-	-
7. Verge II.5**	-	814,104	(793,387)	-	(20,717)	-	-
8. Verge I II Combined	9,025,156	-	1,512,757	-	-	1,512,757	5,391,155
	<u>\$ 21,025,156</u>	<u>\$ 2,490,649</u>	<u>\$ (259,532)</u>	<u>\$ -</u>	<u>\$ (29,560)</u>	<u>\$ 2,201,557</u>	<u>\$ 6,775,412</u>

\*Fair values are provided for informational purposes only. These investments are recorded on the cost basis for financial reporting purposes.  
See note 2 to the financial statements for more information on valuation methodology.

\*\*Consolidated into Verge I II Combined in 2021, investment capital commitment included in Verge I II Combined.

See Independent Auditors' Report.

**Small Business Investment Corporation**

**COMMUNICATION OF  
NO MATERIAL WEAKNESSES**

**June 30, 2022**

To the Board of Directors  
Small Business Investment Corporation

In planning and performing our audit of the financial statements of the Small Business Investment Corporation, also known as the New Mexico Small Business Investment Corporation (NMSBIC) as of and for the year ended June 30, 2022, in accordance with auditing standards generally accepted in the United States of America, we considered NMSBIC's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of NMSBIC's internal control. Accordingly, we do not express an opinion on the effectiveness of NMSBIC's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of NMSBIC's financial statements will not be prevented, or detected and corrected, on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

This communication is intended solely for the information and use of management, the Board of Directors, and others within NMSBIC, and is not intended to be, and should not be, used by anyone other than these specified parties.

*Pulakos CPAs, PC*

September 23, 2022

Pulakos CPAs, PC