



New Mexico
Small Business Investment Corporation

June 30, 2025
Annual Report

September 18, 2025

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Joshua L. Smith
Board Chair and President
New Mexico Small Business
Investment Corporation



September 18, 2025

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.

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, NMSBIC’s 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 Report on Internal Controls over Financial Reporting and Other Matters, for NMSBIC’s fiscal year ended June 30, 2025, is also enclosed.

NMSBIC Board of Directors (the “Board”) is appointed by the Governor and confirmed by the State Senate, except for the State Treasurer who holds a permanent seat on the Board. Three members were appointed in 2022 (Joshua Smith, Anne Beckett, and Robert Valdiviez), two members were appointed in 2023 (Sayuri Yamada and Kristina Alley), and one member was appointed in 2024 (Joshua Grassham). Treasurer Laura M. Montoya began serving on the Board at the beginning of 2023. The Board members have reviewed the organization’s investment history and implemented a strategy focused on expanding NMSBIC’s lending program. The enclosed report includes observations regarding past activities and actions taken by the Board to strengthen and grow NMSBIC. Highlights of the report are as follows:

- The organization continues to focus on expanding its lending program. Through its lending partners, NMSBIC 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, NMSBIC has supported 25,673 jobs in New Mexico, with 7,329 loans to small businesses, in 32 out of 33 New Mexico counties.

- During the most recent twelve months, 60% of NMSBIC's loans were made to minority-owned businesses, and 31% were made to women-owned businesses.
- The change in net assets for the year was a positive \$28.5 million consisting of:
 - \$28.3 million contribution from the severance tax permanent fund; plus
 - \$3.7 million operating income; less
 - \$3.5 million in net excess funds, which will be returned to the severance tax permanent fund no later than October 31, 2025.
- NMSBIC's 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, as evidenced by \$3.7 million in operating income noted above.
- NMSBIC's funding is based on 2% of the balance of the severance tax permanent fund. Growth in the severance tax permanent fund will result in growth of NMSBIC's assets. The Board is being proactive in making plans to deploy additional funding in a responsible manner that will continue to stimulate the economy and support the growth of small businesses and jobs in New Mexico.

On behalf of the members of the Board, I am pleased to report on 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 NMSBIC to fulfill its mission of stimulating the state's economy and sustaining and creating jobs throughout New Mexico, while preserving NMSBIC's capital.

Respectfully submitted,

Joshua L. Smith
Board Chair and President



Joshua L. Smith
Board Chair and President
New Mexico Small Business
Investment Corporation



September 18, 2025

Mr. Charles Sallee, Director
New Mexico Legislative Finance Committee
325 Don Gaspar, Suite 101
Santa Fe, NM 87501

Dear Director Sallee:

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.

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Respectfully submitted,

Joshua L. Smith
Board Chair and President

NMSBIC HIGHLIGHTS

2025 FISCAL YEAR

JOB'S SUPPORTED

25,673

LIFE-TO-DATE

634

YEAR-TO-DATE

60%

LOANS TO
MINORITY-OWNED
BUSINESSES

31%

LOANS TO
WOMEN-OWNED
BUSINESSES

32

OUT OF 33
NEW MEXICO
COUNTIES SERVED

INCREASED FROM
\$97M TO

\$109M

LOANS
OUTSTANDING

LOANS ORIGINATED

\$277M

LIFE-TO-DATE

\$24M

YEAR-TO-DATE

INCREASED FROM
\$152M TO

\$190M

TOTAL ASSETS

\$28.5M

INCREASE IN NET
POSITION

FUNDS RETURNED
TO SEVERANCE TAX
PERMANENT FUND

\$3.5M

NET EXCESS FUNDS

Small Business Success Stories

NMSBIC, through its lending partners, made 117 loans to small businesses throughout the state during the 2025 fiscal year, totaling \$24 million and supporting 634 jobs. The following are examples of New Mexico small businesses that benefited from working with NMSBIC's lending partners.

Affordable Capital Helps Childcare Center Expand



Christina Kent Early Childhood Center (CKECC), Albuquerque's oldest continuously operating childcare center, is set to significantly expand its services through the purchase and renovation of a new building, thanks to a community-centered partnership with Homewise.

CKECC will expand its impact after acquiring a vacant property located across the street from their current building. With extensive renovations planned, the new facility will feature an infant classroom and expanded Pre-K services, addressing a critical and under-delivered community need for early childhood education and care.

The expansion is being supported by Homewise, a nonprofit dedicated to helping New Mexicans build wealth through homeownership and fostering thriving neighborhoods. Homewise's commercial loan program supports the organization's vision of creating vibrant communities where residents can live, work, access services, and learn.

Homewise is a community development financial institution (CDFI) that has been helping people achieve their homeownership goals since 1986. The nonprofit lender partnered with NMSBIC to initiate a commercial mortgage loan program in 2021 to provide affordable capital to small businesses and nonprofit organizations interested in owning the buildings they rent. Homewise offers commercial property loans of up to \$1 million to eligible businesses in designated tracts of Albuquerque and Santa Fe.



Learn more about CKECC at www.christinakent.org. Learn more about Homewise at www.homewise.org.



Loan Funds a New Sense of Purpose for Roswell Business

Cambri Gardner learned about the medical spa industry through her mother, a registered nurse working at a Colorado medical spa. Gardner now works alongside her mother at Roswell Aesthetics & Wellness, the business Gardner purchased in 2023 with the help of the nonprofit lender The Loan Fund.

In 2018, Gardner began working at a medical spa and was soon studying to obtain laser certification. Becoming an esthetician gave her a new sense of purpose, she said. “Seeing the changes that benefit people not just on the inside but on the outside, I felt was more life-changing for me.”

Five years later, Gardner had the opportunity to purchase a medical spa in Roswell, New Mexico. In 2023, Gardner leaped from practitioner to practicing business owner, changed the business name to Roswell Aesthetics, and brought her mother to Roswell to oversee the injectable side of the practice.

Gardner said the toughest part of the transition was obtaining financing. Without an ownership track record, the new business owner was limited by what traditional banks could offer. A banker referred her to the nonprofit lender The Loan Fund.

“The Loan Fund was super amazing and beneficial compared with what was being offered by the bank,” Gardner said. “When I was trying to go through the bank, they wanted to do a specific type of loan that I really didn’t want to do. It was a loan that involved the government, and the interest rates were really high. But The Loan Fund was amazing. Our loan officer made it so much easier.”

Gardner’s five-employee business offers a variety of medical aesthetic services, including injectables, laser treatments, facials, peels, waxing, lashes, and body contouring. The daughter-mother team has more than 20 years of experience in the industry and has grown the business mostly through social media and word of mouth.



“The best thing about all of it is not having to work for someone else and having the opportunity to lead a team and keep them happy. I’ve had so many bad experiences working for other people, and it’s taught me not to be like them. I have a really amazing team.”

Gardner said she asked herself whether the transition from employee-practitioner to business owner was worth it. “It felt like it was so grueling, but I told myself that I would get through the process, put the work in, and it will pay off,” she said. “It’s hard being a business owner but looking back on where I was and where I am now, it’s all worth it.”

Learn more about Roswell Aesthetics & Wellness at www.roswellaesthetics.com. Learn more about New Mexico Community Development Loan Fund (The Loan Fund) at www.loanfund.org.



Reaching Rural with Small Business Loan in Santa Rosa

Carlos and Juany Chico went to several national banks for a loan to expand their lakeside food stand to a brick-and-mortar restaurant location. Like most small and startup entrepreneurs, they were turned down because they didn't fit the lending requirements of traditional banks. That's when they turned to the nonprofit lender DreamSpring for a small loan to fund operating and inventory expenses at the new location.



Chico's Tortas y Pinas Lokas, now known simply as Chico's Mexican Food, now operates out of a former KFC Restaurant building on Historic Route 66 in Santa Rosa and serves patrons in nearby Tucumcari from a food truck. The business is thriving, thanks to the tight-knit family of 12 and other staff, along with several DreamSpring loans that have enabled the company's growth.

"DreamSpring is a good option," Carlos said for people who don't meet the lending requirements of traditional banks.

The first DreamSpring loan to Chico's Mexican Food was \$4,000, an amount far lower than most banks' minimum. Moreover, traditional loans can be hard to find in rural areas like New Mexico's sparsely populated eastern edge, where Tucumcari boasts a population of just over 5,000 people. That's where nonprofit lenders like DreamSpring step in with capital and support.

DreamSpring loans are tailor-made for the budgets and goals of small businesses. DreamSpring offers flexible and affordable options, including lines of credit and the SBA Community Advantage 7(a) loan that is backed by the U.S. Small Business Administration. DreamSpring's Ready, Set, Grow! loan helps entrepreneurs who are ready to make their hobby or their side business their main priority.

Visit the Chico's Mexican Food Facebook page to see what's on the menu at its Tucumcari and Santa Rosa restaurants.

DreamSpring is an award-winning nonprofit organization that increases access to credit, makes loans, and provides a community of support to help entrepreneurs realize their dreams. Learn more about DreamSpring at www.DreamSpring.org.



DreamSpring

Starting a Business in Hobbs

Joshua Arzabala knew he lacked business knowledge, but he had \$50 to buy a used lawn mower and the will to forge a new path. Arzabala started Arzi's Lawn Care, now an eight-person company in Hobbs that offers a wide variety of home services, including landscaping and yard maintenance for residential and commercial customers. Arzabala and his wife, Paloma, received business financing and consulting from the nonprofit business development organization WESST.

Arzabala contacted WESST for help to grow his small business. Meeting with the Hobbs-based team of WESST professionals, Arzabala was able to create a strong business strategy. With the team's support, business documentation and administration became a breeze, and the new businessman could focus on customers, serving those he had and obtaining new ones. Arzabala worked all day, every day, for the first two years of the business, often at the expense of his personal and family life. With perseverance and business systems in place, he is now enjoying more time with his family and celebrating the milestones of his young daughter's life.



The assistance Arzabala received from WESST was invaluable, and he continues to consult his WESST team for advice that is guiding his company's success. When money was needed to purchase additional equipment and supplies, WESST stepped in to provide a microloan. It was money Arzabala was unlikely to obtain from a traditional bank because the amount he needed was below the lending threshold of most banks.

"Starting a new business was very difficult," said Arzabala, "but having WESST be a part of my journey has been the best decision I've made to help me grow."

As Arzabala discovered, one of the obstacles most commonly experienced by entrepreneurs — particularly first-time business owners — is the difficulty of obtaining capital. WESST helps bridge this gap by providing no-to-low interest rate small business loans in addition to training and consulting services.



WESST offers both start-up loans for new businesses and loans to existing businesses. Small business loans range from \$500 to \$50,000 with payment terms of up to 60 months. WESST serves clients from its offices in Albuquerque, Farmington, Hobbs, Las Cruces, Rio Rancho, Roswell, and Santa Fe.

As Arzi's Lawn Care continues to grow, the company has prioritized giving back to the community of Lea County by actively supporting its growth and residents. Through donations of time, funds, and resources, Arzi's Lawn Care champions local organizations and grassroots initiatives, nurturing the well-being of its community in southern New Mexico.

Contact Arzi's Lawn Care in Hobbs at www.arzislawnccarellc.com for landscaping and other services in Lea County. Learn more about WESST at www.wesst.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 enhance the economic development objectives of the state, to create new job opportunities, and to support small businesses in communities statewide. NMSBIC is funded by an allocation from the Severance Tax Permanent Fund.

Investment Overview

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

In 2011, NMSBIC’s Board of Directors (“Board”) changed the organization’s strategic direction away from venture capital investments, to focus on expanding NMSBIC’s lending program. Reasons included: (i) there was a shortage of traditional bank lending available to small businesses in New Mexico, (ii) 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. NMSBIC continues to focus on expanding its lending program.

Beginning in March 2020, 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.

NMSBIC is actively engaging with existing lending partners, and adding 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

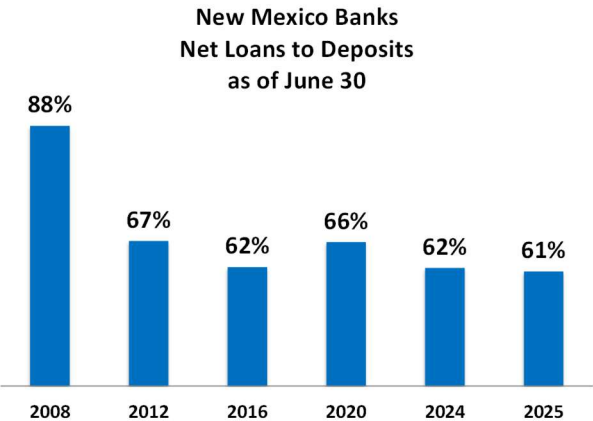
Employment in New Mexico was 950,051 as of June 30, 2025, an increase from 942,684 in the prior year. New Mexico’s unemployment rate of 4.2% as of June 30, 2025, was unchanged from a year ago.¹

There continues to be a critical need for providing funds to help create and grow small businesses, protect existing jobs, and promote job growth. 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 NMSBIC to better preserve capital and to increase the turnover of that capital, thereby benefitting more small businesses and employees in our state.

¹ https://www.bls.gov/regions/southwest/new_mexico.htm

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 has not recovered to the 2008 level. The bank loan-to-deposit ratio for New Mexico based banks was 61% as of June 30, 2025.² 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.



² <https://www.fdic.gov>, BankFind Suite/Peer Group Comparisons

Lending Program

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

NMSBIC Lending Partners

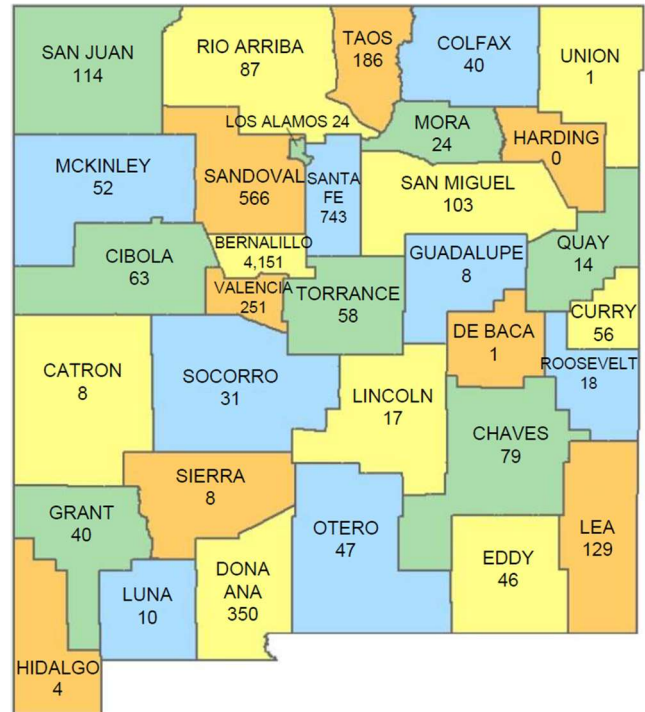
NMSBIC is an important source of funding for nonprofit organizations engaged in micro-lending and small business lending in New Mexico. It has actively engaged with existing lending partners, including DreamSpring (formerly Accion), New Mexico Community Development Loan Fund ("The Loan Fund"), the New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

NMSBIC Lending Partners



Communities and Jobs Supported

Since its inception, and in connection with its lending partners, NMSBIC has funded 7,329 loans to New Mexico start-up and small businesses, in 32 of 33 New Mexico counties, which have supported 25,673 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. \$277 million in loans have been originated since 2001 to businesses that would likely not have had access to such loans from other sources.

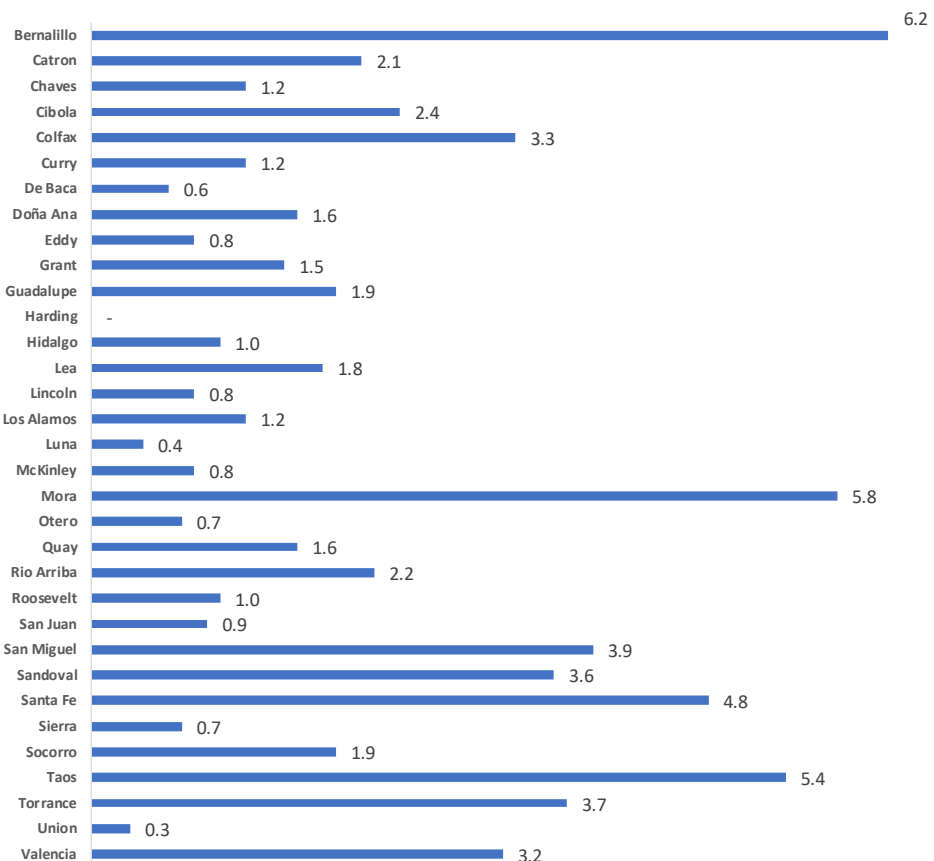


Through its lending partners, NMSBIC has provided funds for 7,329 loans in 32 of 33 counties in New Mexico.

	Population		Loans per
	<u>Loans</u>	<u>(000) (1)</u>	<u>Capita</u>
Bernalillo	4,151	671.6	6.2
Catron	8	3.8	2.1
Chaves	79	63.6	1.2
Cibola	63	26.8	2.4
Colfax	40	12.3	3.3
Curry	56	47.2	1.2
De Baca	1	1.7	0.6
Dona Ana	350	225.2	1.6
Eddy	46	60.3	0.8
Grant	40	27.5	1.5
Guadalupe	8	4.3	1.9
Harding	-	0.6	-
Hidalgo	4	4.0	1.0
Lea	129	72.1	1.8
Lincoln	17	20.0	0.8
Los Alamos	24	19.4	1.2
Luna	10	25.3	0.4
McKinley	52	68.8	0.8
Mora	24	4.1	5.8
Otero	47	68.8	0.7
Quay	14	8.5	1.6
Rio Arriba	87	39.9	2.2
Roosevelt	18	18.8	1.0
San Juan	114	120.7	0.9
San Miguel	103	26.7	3.9
Sandoval	566	155.9	3.6
Santa Fe	743	156.0	4.8
Sierra	8	11.5	0.7
Socorro	31	16.0	1.9
Taos	186	34.4	5.4
Torrance	58	15.6	3.7
Union	1	4.0	0.3
Valencia	251	79.1	3.2
Totals	7,329	2,114	3.47

(1) https://www.newmexico-demographics.com/counties_by_population, 2023 Population Estimates

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



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

Beginning in March 2020, 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.

"In a matter of days, NMSBIC made additional liquidity available to DreamSpring to channel into PPP loans. As a result of the partnership, NMSBIC and DreamSpring saved thousands of New Mexico small businesses, jobs and livelihoods."

- Anne Haines, DreamSpring President/CEO

- **Additional Funds Committed.** 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, NMSBIC introduced a COVID-19 Lending Program, under which NMSBIC provided funds to lending partners at an interest rate of 0% for up to thirty-six months, provided that the lending partner's loan was to a business impacted by the COVID-19 crisis, and the interest rate to the small business was at 3.75% or less. The program ended on September 30, 2022, for new or modified loans. The program will remain active for existing loans through 2027.
- **PPP Lending Program.** In April 2020, NMSBIC introduced a new lending program to provide funds for NMSBIC's lending partners to originate loans under the Small Business Administration's (SBA) Paycheck Protection Program (PPP). Under this lending program, NMSBIC provided 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 of 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. 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. As of June 30, 2025, NMSBIC's outstanding PPP loan balance was reduced to \$5,298.

- **Reduced Interest Rates.** To support lending partners with loan loss reserves and with increased costs associated with originating COVID-19 and PPP loans, 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, NMSBIC further lowered The Loan Fund's interest rate to 0.50% and extended a reduced interest rate through December 2028.

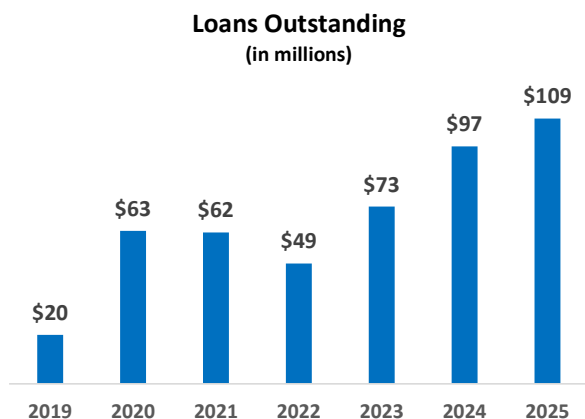


WESST enabled Cell Phone Doctor to grow and obtain a loan for new equipment. "I hope we can work more together to make my business the best one out there."

- Robert Slover, Owner of Cell Phone Doctor in Gallup

Lending Volume and Jobs Supported

In 2025, NMSBIC lending partners experienced growth in traditional lending programs, with outstanding loans increasing to \$109 million.



Since NMSBIC's inception in 2001, and through June 30, 2025, NMSBIC has funded the following volume of loans through its lending partners:

Lending Partner	Number of Loans	Amount	Jobs Supported
DreamSpring	6,034	\$98,088,427	17,118
The Loan Fund	1,063	85,809,575	6,411
Ventana Fund	79	41,627,553	299
Clearinghouse CDFI	8	24,482,000	532
RBC GAM	41	13,813,653	187
Homewise	17	7,049,564	277
MFA	6	4,000,000	380
WESST	70	987,891	417
Rio Vista Growth Capital	1	750,000	16
LiftFund	10	181,221	36
Total	7,329	\$276,789,884	25,673

For the twelve months ending June 30, 2025, NMSBIC funded the following volume of loans through its lending partners:

Lending Partner	Number of Loans	Amount	Jobs Supported
Ventana Fund	16	\$11,741,520	105
The Loan Fund	53	6,302,697	375
RBC GAM	9	1,691,443	10
DreamSpring	32	2,262,998	94
Homewise	3	1,565,200	40
WESST	4	87,500	10
Total	117	\$23,651,358	634

As of June 30, 2025, NMSBIC had the following loans outstanding (before allowance for loan losses) through its lending partners:

Lending Partner	Number of Loans	Amount	Jobs Supported
The Loan Fund	137	\$22,766,541	859
The Loan Fund (COVID-19)	81	8,296,730	509
Clearinghouse CDFI	6	20,000,000	490
Ventana Fund	45	32,540,278	152
RBC GAM	41	9,966,140	187
Homewise	17	11,547,420	383
DreamSpring	136	3,501,684	425
DreamSpring (PPP Loans)	3	5,298	8
WESST	13	125,598	34
Total	479	\$108,749,689	3,047

Commitments

As of June 30, 2025, NMSBIC had the following amounts committed, loans outstanding, and remaining commitments.

	Amount Committed	Loans Outstanding	Remaining Commitment
The Loan Fund	\$37,500,000	\$31,063,271	\$6,436,729
Ventana Fund	34,500,000	32,540,278	1,959,722
Clearinghouse CDFI	30,000,000	20,000,000	10,000,000
RBC GAM	25,000,000	9,966,140	15,033,860
Homewise	16,000,000	11,547,420	4,452,580
DreamSpring	7,755,298	3,506,982	4,248,316
MFA	3,500,000	-	3,500,000
LiftFund	1,000,000	-	1,000,000
RCAC	1,000,000	-	1,000,000
B:Side Fund	500,000	-	500,000
WESST	375,000	125,598	249,402
Totals	\$157,130,298	\$108,749,689	\$48,380,609

The above tables show that \$277 million in loans have been funded with \$157 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 NMSBIC's capital.

Net Interest Income and Loan Charge-Offs

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

NMSBIC purchases pools of Small Business Administration (SBA) loans from RBC Global Asset Management (RBC GAM). Under this agreement RBC GAM sources SBA loans that are focused on BIPOC (black, indigenous, and people of color) areas and BIPOC-owned small businesses in New Mexico. The guaranteed portion of the SBA loans are aggregated into SBA pools that are delivered to NMSBIC. SBA pools are guaranteed by the SBA, with no loan losses passed through to NMSBIC. NMSBIC earns a market yield on SBA pools that adjusts quarterly.

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 NMSBIC as described below.

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

For WESST, NMSBIC earns interest of 3.0% annually. 75% of loan charge-offs can be passed through to NMSBIC. During the 2025 fiscal year, there were no charge-offs passed through to NMSBIC, with NMSBIC earning net interest of 3.0% annually.

Lending program interest income, charge-offs, and net interest income were as follows for the fiscal year ended June 30, 2025.

	Interest <u>Income</u>	<u>Charge-Offs</u>	Net Interest <u>Income</u>
Ventana Fund	\$558,484	\$0	\$558,484
Clearinghouse CDFI	405,556	0	405,556
DreamSpring	109,061	39,678	69,383
The Loan Fund	118,887	0	118,887
Homewise	151,007	0	151,007
RBC GAM	386,336	0	386,336
WESST	3,055	0	3,055
LiftFund	0	0	0
Totals	<u>\$1,732,386</u>	<u>\$39,678</u>	<u>\$1,692,708</u>

For the fiscal year ended June 30, 2025, net interest income of \$1,692,708 more-than-offset operating expenses of \$438,688 comprised of economic development program services of \$201,283 and other operating expenses of \$237,405. Maintaining organizational self-sufficiency, with interest income on loans exceeding operating expenses, is a key part of NMSBIC's strategy.

NMSBIC Equity Partners

Verge FUND



New Mexico
Mezzanine
Partners

Equity Program

In 2011, NMSBIC board changed its investment strategy. NMSBIC's focus is on expanding its lending program and is no longer 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 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 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, 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, 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 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 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 can require later-stage investments from out-of-state investors

that require the enterprise to relocate outside New Mexico.

Equity Fund Termination Dates

Many of 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. New Mexico Gap Fund I closed in May 2021. New Mexico Community Capital Fund I closed in June 2025.

New Mexico Mezzanine Partners (NMMP) has reached the end of the partnership agreement and is in the process of winding-up operations. As of June 30, 2025, NMSBIC recorded \$688,800 in other than temporary impairment for its investment in NMMP, bringing NMSBIC's investment balance to \$0.

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

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 53.1% of total employment. In 2022, there were³:

- 133,350 small businesses with no employees
- 44,850 employer establishments

Nationally, small businesses comprise⁴:

- 99.9% of all firms
- 99.7% of firms with paid employees
- 97.4% of exporters (271,241 businesses)
- 45.9% of private sector employees (59 million workers)
- 43.5% of gross domestic product
- 39.0% of private sector payroll (\$3.2 trillion)
- 38.9% of private sector receipts (\$14.6 trillion)
- 34.9% of known export value (\$542 billion)

Nationally, small businesses have accounted for 61% of net new job creation since 1995.⁵

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 NMSBIC's equity and lending programs. For the equity program, jobs supported are the number of jobs as of June 30, 2025, or as of the date when the company exited from 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 NMSBIC's equity and lending partners.

- From 2004 to 2009, NMSBIC committed over \$32 million for venture capital equity investments. Equity program life-to-date results were a loss of \$15.3 million, with 348 jobs reported, resulting in an estimated cost per job of \$43,974. 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 \$7.6 million, with 25,673 jobs supported, for an estimated *profit* per job of \$295. For the twelve months ending June 30, 2025, net interest income was \$1,692,708, with 3,047 jobs supported, for an estimated *profit* per job of \$556.

BBER Impact Analysis

NMSBIC engaged the Bureau of Business and Economic Research (BBER) to conduct an impact analysis, which was completed in 2017. The number of jobs was independently measured by BBER. The BBER analysis indicated 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 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 compared 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, NMSBIC's programs were responsible for \$69 million in economic output, and \$23.9 million of labor income in New Mexico.

³ *New Mexico 2024 Small Business Profile* U.S. Small Business Administration Office of Advocacy

⁴ *Frequently Asked Questions About Small Business*, July 2024, U.S. Small Business Administration Office of Advocacy

⁵ *Frequently Asked Questions About Small Business*, July 2024, U.S. Small Business Administration Office of Advocacy

The BBER analysis appears to support NMSBIC board's strategy to focus on expanding NMSBIC's lending program. The full BBER report is available at 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)⁶. 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 NMSBIC, \$35.6 million of NMSBIC loans originated from 2011 to 2015 resulted 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 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 2025 with NMSBIC funds:

- 60% of the loans were made to minority-owned small businesses.
- 31% were made to women-owned small businesses.

⁶ *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, 2025 (1):					Profit (Cost)
	Net	Fair Market		Jobs	per Job
	<u>Investment</u>	<u>Value</u>	<u>Gain (Loss)</u>	<u>Supported (2)</u>	<u>Supported</u>
Santa Fe Windows and Doors (3)	(\$25,000)	\$0	\$25,000	n/a	n/a
Flywheel Ventures, 2 funds	\$2,956,754	\$0	(\$2,956,754)	50	(\$59,135)
NM Community Capital	\$1,604,078	\$0	(\$1,604,078)	204	(\$7,863)
Mesa NM Growth Funds, 2 funds	\$10,257,750	\$0	(\$10,257,750)	18	(\$569,875)
NM Mezzanine Ptrs	\$1,688,976	\$0	(\$1,688,976)	10	(\$168,898)
Verge Fund (4)	\$2,977,861	\$4,157,608	\$1,179,747	136	\$8,675
Adjustment for multiple funds invested in the same company (4 companies)				-70	
Total Equity Program (5)	\$19,460,419	\$4,157,608	(\$15,302,811)	348	(\$43,974)

(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, 2024, 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.

(5) \$32.4 million was invested \$12.9 million was returned, resulting in net investment of \$19.5 million.

Lending Program Costs and Benefits:					Profit (Cost)
	Interest	Loan Charge	Net Interest	Jobs	per Job
<u>Since Inception</u>	<u>Income</u>	<u>Offs</u>	<u>Income (Loss)</u>	<u>Supported (8)</u>	<u>Supported</u>
Clearinghouse CDFI	\$889,166	\$0	\$889,166	532	\$1,671
DreamSpring 2003 Prior Agreement (6)	\$1,013,665	(\$1,258,310)	(\$244,645)	4,516	(\$54)
DreamSpring 2013 Participation Agreement	\$1,622,810	(\$368,277)	\$1,254,533	5,004	\$251
DreamSpring 2020 PPP Participation Agreement	\$0	\$0	\$0	7,598	-
Homewise	\$348,644	\$0	\$348,644	277	\$1,259
LiftFund PPP and COVID-19 Lending Program	\$0	\$0	\$0	36	-
New Mexico Mortgage Finance Authority	\$110,769	\$0	\$110,769	380	\$291
The Loan Fund Participation Agreement (7)	\$77,631	(\$11,518)	\$66,113	-	-
The Loan Fund	\$2,816,220	\$0	\$2,816,220	5,406	\$521
The Loan Fund COVID-19 Lending Program	\$0	\$0	\$0	1,005	-
RBC Global Asset Management	\$710,743	\$0	\$710,743	187	\$3,801
Rio Vista Growth Capital Line of Credit (9)	\$155,217	\$0	\$155,217	16	\$9,701
Ventana Fund	\$1,426,885	\$0	\$1,426,885	299	\$4,772
WESST Participation Agreement	\$45,630	(\$17,695)	\$27,935	417	\$67
Total Lending Program	\$9,217,381	(\$1,655,800)	\$7,561,581	25,673	\$295

12 months ended June 30, 2025

Clearinghouse CDFI	\$405,556	\$0	\$405,556	490	\$828
DreamSpring 2013 Participation Agreement	\$109,061	(\$39,678)	\$69,383	433	\$160
Homewise	\$151,007	\$0	\$151,007	383	\$394
RBC Global Asset Management	\$386,336	\$0	\$386,336	187	\$2,066
The Loan Fund	\$118,887	\$0	\$118,887	859	\$138
The Loan Fund COVID-19 Lending Program	\$0	\$0	\$0	509	\$0
Ventana Fund	\$558,484	\$0	\$558,484	152	\$3,674
WESST Participation Agreement	\$3,055	\$0	\$3,055	34	\$90
Total Lending Program	\$1,732,386	(\$39,678)	\$1,692,708	3,047	\$556

(6) 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.

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

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

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

Finance New Mexico

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

Board Engagement

NMSBIC's board members have actively engaged in various activities to support the organization. NMSBIC's board members are qualified professionals who apply 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 NMSBIC.

Strategic Plan

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 NMSBIC's organizational self-sufficiency where interest income from loans exceeds operational expenses. NMSBIC's funding is based on 2% of the balance of the severance tax permanent fund. Growth in the severance tax permanent fund will result in growth of NMSBIC's assets. The Board is being proactive in making plans to deploy additional funding in a responsible manner that will continue to stimulate the economy and support the growth of small businesses and jobs in New Mexico.

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, 2025, and 2024 are attached to this report.

Rate of Return

For the fiscal year ending June 30, 2025, NMSBIC had a positive change in net assets of \$28.54 million, with average net assets of \$165.11 million, for an annual return of 17.3%.

After subtracting the contribution from the severance tax permanent fund of \$28.35 million and adding back funds returned to the severance tax permanent fund of \$3.48 million, operating income was positive \$3.67 million, or an annual return of 2.2%.

Desired Changes in the Corporation

NMSBIC's Board of Directors does not recommend changes to the corporation.

Continued Operation of the Corporation

NMSBIC's Board of Directors recommends continued operation of the corporation with a focus on expanding lending programs to address a gap in available financing for New Mexico small businesses as described in this report.

Severance Tax Permanent Fund Distribution

Under NMSA 58-29-7, 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, 2025, there were net excess funds due to the Severance Tax Permanent Fund of \$3,479,711. A calculation of net excess funds is included in Note 8 of the attached audited financial statements.

Conclusion

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 NMSBIC, New Mexico has created a unique delivery system of loans and investment capital for new and growing businesses.

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 7,329 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, NMSBIC has provided over \$277 million in loans to businesses that would likely not have had access to capital.

While equity program losses since NMSBIC's inception have been substantial, there are several new companies that are growing and prospering with equity provided by NMSBIC. The impact NMSBIC has had in helping to create an equity/venture community has been positive, but the role NMSBIC was asked to play in this arena did not adequately support the mission that NMSBIC's enabling legislation assigned it. NMSBIC's Board of Directors 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. NMSBIC, through its lending partners, plays an important role in helping to fill that void. This program, created by the legislature, 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.

Respectfully Submitted,

Joshua L. Smith
Board Chair & President

NMSBIC Board of Directors



Joshua Smith (since 2022)
NMSBIC Board Chair and President
New Mexico Regional President, WaFd Bank
Cedar Crest, New Mexico



Anne Beckett (since 2022)
NMSBIC Vice Chair and Vice President
Retired Financial Services Executive
Santa Fe, New Mexico



Robert Valdiviez (since 2022)
NMSBIC Secretary/Treasurer
Retired Banking Executive
Albuquerque, New Mexico



The Honorable Laura M. Montoya (since 2023)
State Treasurer
Santa Fe, New Mexico



Sayuri Yamada (since 2023)
Owner, Kizuna Strategies
Santa Fe, New Mexico



Kristina Alley (since 2023)
Principal, Santa Fe Advisors, LLC
Santa Fe, New Mexico



Joshua Grassham (since 2024)
Chief Credit Officer, Lea County State Bank
Hobbs, New Mexico

NMSBIC Executive Director/Investment Advisor



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



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EXHIBIT A

Independently Audited Financial Statements
as of and for the years ended
June 30, 2025 and 2024

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

FINANCIAL STATEMENTS

June 30, 2025 and 2024

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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, 2025 and 2024, and the related notes to the financial statements which collectively comprise NMSBIC's basic financial statements as listed in the table of contents.

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, 2025 and 2024, 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.

Basis for Opinions

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of NMSBIC and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for 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 audits, 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, 2025 and 2024, 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 Supplementary 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.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated September 18, 2025 on our consideration of NMSBIC's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering NMSBIC's internal control over financial reporting and compliance.

PULAKOS CPAs, PC

September 18, 2025

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, 2025 and 2024

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, 2025 and 2024, respectively. 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 Flows; 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 §58-29-1 NMSA 1978 et. seq.

All of the NMSBIC's current year revenues and expenses are recorded in the Statements of Revenues, Expenses and Changes in Net Position. These statements 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, 2025 and 2024, respectively. 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, 2025 and 2024 was \$181.0 and \$152.4 million, respectively. The change in net position for the years ended June 30, 2025 and 2024 was positive \$28.5 and \$30.5 million, respectively.

Financial Analysis

The following is a summary of the NMSBIC's total assets, liabilities and net position at June 30, 2025 and 2024.

	<u>2025</u>	<u>2024</u>
Assets:		
Current assets	\$ 79,134,506	\$ 56,847,704
Noncurrent assets	<u>110,933,741</u>	<u>100,089,976</u>
Total assets	<u><u>\$ 190,068,247</u></u>	<u><u>\$ 156,937,680</u></u>
Liabilities:		
Current liabilities	<u>\$ 9,117,064</u>	<u>\$ 4,530,258</u>
Total liabilities	9,117,064	4,530,258
Net position:		
Restricted net assets	<u>180,951,183</u>	<u>152,407,422</u>
Total liabilities and net position	<u><u>\$ 190,068,247</u></u>	<u><u>\$ 156,937,680</u></u>

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Current assets increased by \$22.3 million at June 30, 2025, compared to June 30, 2024, and are detailed as follows:

	<u>2025</u>	<u>2024</u>
Cash and cash equivalents	\$ 28,467	\$ 36,657
Investment held with New Mexico State Investment Council	10,891,819	10,093,191
Investment held with New Mexico State Treasurer's Office		
Local Government Investment Pool	52,575,397	29,511,403
Other investments	15,267,391	16,843,331
Other current assets	<u>371,432</u>	<u>363,122</u>
 Total current assets	 <u>\$ 79,134,506</u>	 <u>\$ 56,847,704</u>

- **Cash and cash equivalents** decreased by \$8,190 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** increased by \$798,628 during the year. The increase was due to reinvested interest income, plus realized gains. 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 \$23.1 million during the year. The increase was primarily due to a \$28.3 million contribution from the State of New Mexico Severance Tax Permanent Fund, less funds used to provide advances to lending partners. LGIP funds can be withdrawn with one business day notice.
- **Other investments** decreased by \$1.6 million during the year. Other investments are managed by RBC Global Asset Management (RBC GAM) and are invested in a federal money market fund. The decrease in other investments was due to purchases of Small Business Administration (SBA) loan pools and transfers to the New Mexico State Treasurer's LGIP. Other investments are liquidated as RBC GAM delivers pools of SBA loans to NMSBIC. Payments received from SBA loan pools are reinvested in other investments.
- **Other current assets** changed by minor amounts, and are comprised of interest and dividends receivable, and prepaid expenses.

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Noncurrent assets increased by \$10.8 million during the year and are detailed as follows:

	<u>2025</u>	<u>2024</u>
Equity investments in New Mexico entities	\$ 1,551,538	\$ 2,240,338
Cooperative loan agreements, net of allowance for losses	108,670,165	97,193,828
Notes receivable including accrued interest	<u>712,038</u>	<u>655,810</u>
Total noncurrent assets	<u><u>\$ 110,933,741</u></u>	<u><u>\$ 100,089,976</u></u>

- **Equity investments in New Mexico entities** decreased by \$688,800 during the year. The change was due to other than temporary impairment on equity investments. 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.

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- **Cooperative loan agreements, net of allowance for loan losses** increased by \$11.5 million during the year. The increase was due to the NMSBIC's continued 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), RBC GAM, WESST, LiftFund, Ventana Fund, Homewise, RCAC, B:Side Fund, and the New Mexico Mortgage Finance Authority. With the exception of RBC GAM and 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 \$108.7 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.

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>2025</u>	<u>2024</u>
NMSBIC PPP lending program	\$ 5,298	\$ 22,522
NMSBIC COVID-19 lending program	9,318,593	13,378,176
Traditional lending program, net	<u>99,346,274</u>	<u>83,793,130</u>
Total cooperative agreement loans, net	<u>\$ 108,670,165</u>	<u>\$ 97,193,828</u>

- **NMSBIC PPP lending program** provides funds to lending partners for loans originated 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 made to New Mexico businesses. No new PPP loans were originated in 2025 or 2024. The balance is declining as loans are forgiven by the SBA, repaid, or as default claims are paid by the SBA.
- **NMSBIC COVID-19 lending program** provides funds to lending partners at an interest rate of zero percent (0%) for up to five years for loans that lending partners made during the pandemic, at a rate of three and three-quarters percent (3.75%) or less, to businesses impacted by the COVID-19 crisis. The program ended on September 30, 2022, for new loan originations. NMSBIC COVID-19 lending program loans can be renewed or modified by lending partners at rate of 6.75% or less, for up to five years from when the original NMSBIC COVID-19 lending program loan was made. Outstanding loans are scheduled to be repaid by 2027.

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Traditional lending program is comprised of revolving lines-of-credit, investment in pools of SBA loans, and participation agreements with lending partners. Lending partners use the funds to make loans to New Mexico small businesses. Details of the agreements with lending partners are provided in the notes to the financial statements.

- **Notes receivable including accrued interest** increased by \$56,228 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 \$4.6 million at June 30, 2025, compared to June 30, 2024, and are detailed as follows:

	<u>2025</u>	<u>2024</u>
Accounts payable	\$ 28,693	\$ 27,148
Due to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978	3,479,711	3,142,669
Debt funding payable, net	<u>5,608,660</u>	<u>1,360,441</u>
Total current liabilities	<u>\$ 9,117,064</u>	<u>\$ 4,530,258</u>

- **Accounts payable** increased by \$1,545.
- **Due to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978** increased by \$337,042. This is comprised of net excess funds to be returned to the State of New Mexico Severance Tax Permanent Fund. There was \$3.5 million in net excess funds as of June 30, 2025, compared with \$3.1 million in net excess funds as of June 30, 2024.
- **Debt funding payable, net** increased by \$4.2 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.

Net position restricted for economic development increased by \$28.5 million at June 30, 2025, compared to June 30, 2024.

	<u>2025</u>	<u>2024</u>
Net position restricted for economic development	<u>\$ 180,951,183</u>	<u>\$ 152,407,422</u>

- The \$28.5 increase was primarily due to a \$28.3 million contribution received from the State of New Mexico Severance Tax Permanent Fund.

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The following are NMSBIC's operating revenues and expenses, and net nonoperating revenue for the years ended June 30, 2025 and 2024.

	<u>2025</u>	<u>2024</u>
Operating revenues:		
Interest and dividends on investments	\$ 2,816,546	\$ 2,528,771
Interest income on cooperative loan agreements	1,732,386	1,309,393
Interest income on notes receivable	56,226	51,959
Realized gain on investment held with New Mexico		
State Investment Council	230,526	25,815
Impairment of value on equity investments in New Mexico entities	(688,800)	-
Realized gain on other investments	-	7,608
Total operating revenues	<u>4,146,884</u>	<u>3,923,546</u>
Operating expenses:		
Equity investment operating expense, net	-	35,267
Provision for loan losses	33,436	69,392
Economic development program services	188,218	188,218
Other operating expenses	<u>250,470</u>	<u>189,785</u>
Total operating expenses	<u>472,124</u>	<u>482,662</u>
Operating income	3,674,760	3,440,884
Nonoperating revenue (expense):		
Contribution from the State of New Mexico Severance Tax		
Permanent Fund pursuant to §7-27-5.15(F) NMSA 1978	28,348,712	30,230,284
Return to the State of New Mexico Severance Tax		
Permanent Fund pursuant to §5-29-7 NMSA 1978	<u>(3,479,711)</u>	<u>(3,142,669)</u>
Total nonoperating revenue	<u>24,869,001</u>	<u>27,087,615</u>
Change in net position	28,543,761	30,528,499
Total net position, beginning of year	<u>152,407,422</u>	<u>121,878,923</u>
Total net position, end of year	<u><u>\$ 180,951,183</u></u>	<u><u>\$ 152,407,422</u></u>

Operating revenues increased by \$223,338 during the year ended June 30, 2025, compared to June 30, 2024.

- **Interest and dividends on investments** increased by \$287,775 primarily due to higher invested balances.

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- **Interest income on cooperative loan agreements** increased by \$422,993 during the year, due primarily to an increase in outstanding cooperative loan agreement balances.
- **Interest income on notes receivable** increased by \$4,267 during the year. This is interest income on two notes transferred to the NMSBIC in 2021, related to the termination of the New Mexico Gap Fund I limited partnership.
- **Realized gain on investment held with New Mexico State Investment Council** increased by \$204,711 during the year. Gains are due to changes in market value for the Credit Plus Bond Pool.
- **Impairment of value on equity investments in New Mexico entities** increased by \$688,800 during the year. As of June 30, 2025, NMSBIC recorded \$688,800 in other than temporary impairment for its investment in New Mexico Mezzanine Partners Limited Partnership (NMMP) that reduced NMSBIC's book value to \$0. NMMP has passed its termination date and is in a winding-up period.
- **Realized gain on other investments decreased** by \$7,608 during the prior fiscal year due to changes in market value for short-term United States Treasury securities. There was no investment in United States Treasury securities in the current fiscal year.

Total operating expenses decreased by \$10,538 during the year ended June 30, 2025, compared to June 30, 2024.

- **Equity investment operating expense, net** is comprised of equity investment management fees and operating expenses, net of other income from equity investments and decreased by \$35,267 during the year.
- **Provision for loan losses** decreased by \$35,956 during the year. The prior year included an additional provision for an expected loss on a specific loan of \$29,061.
- **Economic development program services** increased a minor amount as compared to the prior year.
- **Other operating expenses** increased by \$47,620 primarily due to a contract with the University of New Mexico Bureau of Business and Economic Research to prepare an updated impact study for NMSBIC.

Operating income increased by \$233,876 during the year as detailed in the operating revenue and operating expense sections above.

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Nonoperating revenue decreased by \$2.2 million during the year, detailed as follows:

- **Contribution received from the State of New Mexico severance tax permanent fund pursuant to §7-27-5.15(F) NMSA 1978** decreased by \$1.9 million during the year. There was a \$28,348,712 contribution during the year ended June 30, 2025, compared to a \$30,230,284 contribution during the year ended June 30, 2024. 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 contributions received in 2025 and 2024 were based on growth in the Severance Tax Permanent Fund during the twelve months ended June 30, 2024 and June 30, 2023, respectively.
- **Return to the State of New Mexico severance tax permanent fund pursuant to §58-29-7 NMSA 1978** was \$3.5 million for the year ended June 30, 2025, compared to \$3.1 million for the year ended June 30, 2024. These are net excess of funds as defined by §58-29-7 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.

Change in net position decreased by \$2.0 million as compared to the prior year. The decrease was primarily due to the contribution from the State of New Mexico severance tax permanent fund pursuant to §7-27-5.15(F) NMSA 1978.

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 2025.

New Mexico Review and Outlook

After advancing by 13,500 jobs (1.6%) in 2019, employment levels in the state shifted downward in 2020Q2 (-87,433 jobs, -10.5% year-over-year) because of the Coronavirus Pandemic. By 2020Q4, the state had clawed back some of the losses but was still down 70,000 jobs (-8.9%) compared to a year earlier. Fast forward to 2021Q4 and it was clear that the state was well on its way to recovery. In that quarter, the state was only down about 27,700 jobs (-3.3%) compared to the same quarter two years earlier. A year later in 2022Q4, employment in the state had essentially returned to the pre-pandemic peak and a year later, the state had about 20,000 jobs (2.4%) more than it had before the pandemic.

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Gains continued into 2024Q1. Comparing that quarter to the last quarter prior to the pandemic (2020Q1) shows that employment in the state was about 24,480 jobs (2.9%) above pre-pandemic levels. On a year-over-year basis, the state added about 17,200 jobs (2.0%). Strength continued into the second quarter of 2024, as the state added 13,275 jobs (1.5%) compared to the same quarter a year before, and then in the third quarter, the state added 13,100 (1.5%) jobs. While still positive, things slowed in the fourth quarter to a gain of only 6,800 (0.8%) jobs.

Preliminary Current Employment Statistics (CES) employer survey data, which is current through 2025Q2, suggests that the situation in New Mexico continues to improve. Estimates for the most recent month (June 2025) indicate that job levels are now around 5% higher than the peak prior to the pandemic.

Personal incomes saw rapid expansion during the pandemic 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 by 8.0% in 2020 and then by 9.0% in 2021. Although private wages and salaries advanced 10.3% in 2022, declining transfer payments (-5.0%) caused personal income growth to slow to 4.5% for the year. Income growth then slowed further to 4.3% in 2023. Things firmed in 2024 as income rose by 5.0% (\$5.8 billion). Again, most components of income expanded, with wage & salary disbursements (6.2%) and other labor income (6.7%) both growing solidly. Meanwhile, dividends, interest, and rent (3.9%); proprietors' income (4.5%); and transfers (2.9%) all added to the bottom line. With data available for the first quarter of 2025, income growth slowed on a year-over-year basis to 4.2% with most components pulling just about equal weight in percentage terms.

According to the Bureau of Economic Analysis (BEA), New Mexico's real gross state product (GSP), which is current data through 2025Q1, contracted by 2.7% in 2020, but then expanded by 3.4% in 2021, 2.4% in 2022, 6.8% in 2023, and then by 2.2% in 2024. Things slowed in the first quarter of 2025 with GSP only advancing by 1.2%, which is the slowest rate of growth since 2021Q1 (-1.5% in that quarter).

Geopolitical upheaval, and in particular the Russian invasion into Ukraine, pushed the price of West Texas Intermediate Crude well above \$100/barrel, putting upward pressure on oil drilling rigs. Through mid-2023, WTI prices stabilized at about \$80/barrel and rigs peaked at about 115. However, near the end of October 2023, rigs had fallen to just over 100 before falling below 100 rigs by the end of January 2024. Rig counts generally firmed for the remainder of the year and ended December 2024 with about 103 rigs. As of late, things have started to sag with data for the most recent week (July 18th) suggesting that there are only 94 rigs currently operating.

Crude oil production climbed from 340 million barrels in 2019 to 383 million barrels in 2020 – both all-time records. Strength continued in 2021 with production rocketing to 470 million barrels for the year before accelerating to 596 million barrels in 2022 with each quarter of the year hitting consecutive all-time records. Another record was broken in 2023 as production for the year hit 683 million barrels before coming in at about 750 million barrels a year later. In the first quarter of 2025, production remained strong at 194 million barrels – the second highest quarterly total ever (second only to the quarter before that came in at 197 million barrels).

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New Mexico's Economic Outlook

On an annual basis, the state added 36,200 jobs (4.5%) in 2022, added an additional 23,400 jobs (2.8%) in 2023, and then expanded by 12,000 (1.5%) jobs in 2024. Momentum carried over from the last several years will keep employment growth above water in 2025 (7,800 jobs, 0.9%). However, general macroeconomic weakness will operate to soften growth, particularly in the near term. As a result, we project that New Mexico will only add about 2,000 jobs per year from 2026 to 2028 before picking up the pace and adding about 4,000 jobs per year thereafter. By the final year of the forecast in 2030, New Mexico should end about 58,000 jobs, or about 6.9%, above 2019 levels – this is on par with our last forecast.

In this forecast, several industries are primed to advance, though gains will generally be slower than in 2022, 2023 and 2024. Leading the gains will be the large healthcare & social assistance industry which will add about 3,600 jobs (2.8%) in 2025 and then another 3,000 jobs (2.3%) in 2026. Over the remainder of the forecast window, growth in this industry will be slow, averaging only about 1.3% per year, but the large size of the industry will lead to relatively large job gains.

Also adding modest jobs will be leisure & hospitality (which is comprised of accommodation & food services and arts, entertainment & recreation). This industry is projected to add about 1,400 jobs (1.4%) in 2025 and then about 1,200 jobs (1.2%) in 2026. National trends will pull this industry down over the remainder of the forecast as growth will average -0.6% per year. Nevertheless, even with the outyear losses, this industry will still end with employment levels in 2030 above where it was in 2019. Other industries that are slated to add a good number of jobs in 2025 include professional & technical services (950 jobs, 1.4%) and construction (860 jobs, 1.6%). However, the outlook for 2026 for both industries is negative to muted. In particular, professional & technical services is forecasted to decline by about 440 jobs (-0.6%) while construction is expected to move sideways.

Over the longer term (through 2030), most industries will have recovered well above pre-pandemic levels. As already noted, the large healthcare sector will fare the best in terms of net job gain and should end with about 19,500 (16.2%) more jobs than it had in 2019 by 2030. In addition, professional & technical services (11,200 jobs above 2019 levels, 18.8%); construction (6,800 jobs, 13.6%); transportation & warehousing (5,100 jobs, 25.9%); retail trade (3,900 jobs, 4.4%); and administrative & waste services (3,300 jobs, 7.3%) are all projected to end 2030 well above their respective 2019 levels.

Meanwhile, several private sector industries are expected to drag the New Mexico economy down vis-à-vis pre-pandemic levels.

The general trend of the agricultural industries has been downward with seven of the last nine years falling. In fact, over the longer term, the 2024 employment level is lower than any year since at least 1990. This forecast is no different. In 2025 and 2026, this industry is expected to drop a few jobs, but the bleeding will continue throughout the remainder of the forecast such that it will drop an additional 150 jobs by 2030. As a result, employment in the industry is expected to be below 2019 levels by 1,900 jobs (-17.7%) by 2030.

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The mining industry, which has seen tremendous growth in oil and gas production, will similarly see declines in 2025 and 2026 (-220 jobs, -0.9% and -90 jobs, -0.4%, respectively). As a result, employment will end in 2030 with about 1,500 jobs (-5.7%) less than it had prior to the pandemic, as producers transition away from labor-intensive practices. Although this industry is projected to end the forecast below pre-pandemic levels, the interest in increasing oil production by the Trump Administration and the new Congress operates as something of an upside risk, especially in the near- to medium-term.

In addition, although manufacturing has performed admirably recently (and still has a possibility for upside), this industry will end 2030 at about 600 jobs (-2.1%) below levels in 2019 as businesses increasingly rely on automation. Near-term losses at places like Intel and a longer-term national pessimistic outlook will keep this industry subdued. Also expected to perform poorly in this forecast is information, which is projected to end 2030 more than 1,200 jobs (-11.1%) below 2019 levels. One word of caution is that this industry is particularly volatile and, although the longer-term trend is down, it can turn on a dime.

In state government, reserves that were built in 2018 and 2019 during the initial oil boom provided a cushion for the 2020 revenue shortfall. An uptick in mining activity (and oil price) provided sufficient funding for operations and allowed for the state to mostly tread water in 2021 (0.3%) and 2022 (0.5%). State government advanced by about 1,300 jobs (2.8%) in 2023 and added another 2,200 jobs (4.6%) in 2024. State government is forecasted to add an additional 550 jobs in 2025 (1.1%) before slowing to about an additional 240 jobs (0.5%) in 2026. Thereafter, growth will average about 0.5% per year. By 2030, employment in state government will be nearly 11% above pre-pandemic levels. After a sluggish post-COVID start, local government growth accelerated and advanced by 3.6% in 2023 and expanded by an additional 3,700 jobs (3.7%) in 2024. We project that growth will moderate to 0.8% in 2025 before slowing to 0.2% in 2026. Growth should remain at that level for the remainder of the forecast and by the end of the forecast, employment should be about 3% above pre-pandemic levels.

Federal payrolls were up in 2020, due to the Decennial Census, but with the conclusion of the work, payrolls declined proportionately. In our previous forecasts, the outlook for this sector had been modestly positive with small gains expected throughout the forecast. However, with the announcement of large and broad-based job cuts by the Trump Administration, we now expect that employment in this industry will fall in 2025 by 900 jobs (-2.9%) and then by 1,200 jobs (-4.0%) in 2026. While the loss of jobs is anticipated to be modest, but not huge, much of the federal workforce in the state operates in rural areas where the loss of those jobs will be difficult for local economies to absorb.

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MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2025 and 2024

Boosted by strong transfer growth and solid wage & salary growth, BEA income data estimates that (nominal) personal incomes increased by \$8.8 billion (9.0%) in 2021. In 2022, as the pandemic-related transfers were pulled back, income growth slowed to 4.5% (an increase of about \$4.9 billion). Continued expansion, even in the face of transfers dragging things down, is largely due to private wages & salary disbursements showing solid growth as hiring expanded and as inflationary factors pushed up wages and prices. The most up-to-date data suggests that income advanced 4.3% in 2023 and then 5.0% in 2024. We project that income growth will stay robust for the next several years and average about 4.9% per year through 2029.

BEA estimates that Gross State Product (GSP) fell by 2.7% in 2020 and then increased by 3.4% in 2021, by 2.4% in 2022, by 6.8% in 2023, and then by 2.2% in 2025. In this forecast, New Mexico GSP growth is estimated to slow to 1.1% in 2025, before picking up the pace and averaging 1.7% per year thereafter.

While the probability of the baseline scenario is set at 55%, FOR-UNM offers three alternative scenarios. The benefits of the optimistic scenario (5% probability) continue to be minor; overall, job counts end only slightly higher than under the baseline scenario and incomes see a marginal boost.

The pessimistic scenario (35% chance) is characterized by higher tariffs across the board and more pronounced countermeasures by trading partners. Underlying this narrative is the assumption that higher tariffs cause higher inflation, while financial conditions deteriorate further, hampering economic activity and leading to a decline in consumer and business confidence. Furthermore, the scenario assumes that deportations happen faster and on a larger scale relative to the baseline. As a result, there is a two-quarter recession in this scenario starting in mid-2025 with a cumulative, non-annualized decline in GDP of 0.3%.

In New Mexico, employment growth slows in 2025 (0.8%) before turning negative in 2026 (-0.7%) and 2027 (-0.4%). Employment growth flattens in 2028 (0.0%) before turning the corner in 2029 and 2030 as job additions average about 0.6% per year. Overall, total employment ends with about 15,000 fewer jobs (-1.7%) than the baseline. Over the period, the private sector suffers the most as it is projected to be 16,200 jobs lower than in the baseline scenario. Countercyclical investment by the government operates to partially fill the gap as government employment ends about 1,000 jobs higher than in the baseline.

Incomes also lag in the pessimistic scenario with growth slower in each year compared to the baseline scenario. By the end of the forecast window in 2030, personal income is about 4.6% below the baseline with private wages & salaries hit especially hard as this component ends the forecast some 6.0% below.

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

MANAGEMENT'S DISCUSSION AND ANALYSIS

June 30, 2025 and 2024

The worst-case pessimistic scenario, which is estimated to have a 5% chance of occurring, describes a deeper and longer period of malaise. After a slow recovery of employment in 2021 and 2022, and solid growth in 2023 (2.1%) and 2024 (1.3%), employment contracts in 2025 (-0.2%) before plunging in 2026 (-1.7%) and 2027 (-0.7%). Growth should return over the remainder of the forecast window, averaging a meager 0.3% per year. The employment peak was hit in 2024, but because of subsequent losses and sub-par growth, employment levels do not exceed the levels seen in that year at any point of the forecast. Compared to the baseline scenario, employment ends about 37,000 jobs (-4.1%) lower.

FINANCIAL STATEMENTS

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

STATEMENTS OF NET POSITION

June 30, 2025 and 2024

<u>Assets</u>	<u>2025</u>	<u>2024</u>
Current assets		
Cash and cash equivalents	\$ 28,467	\$ 36,657
Investment held with NM State Investment Council	10,891,819	10,093,191
Investment held with NM State Treasurer's Office - LGIP	52,575,397	29,511,403
Other investments	15,267,391	16,843,331
Interest and dividends receivable	365,491	349,471
Prepaid expenses	5,941	13,651
Total current assets	79,134,506	56,847,704
Noncurrent assets		
Notes receivable including accrued interest	712,038	655,810
Equity investments in New Mexico entities	1,551,538	2,240,338
Cooperative loan agreements, net of allowance for loan losses	108,670,165	97,193,828
Total noncurrent assets	110,933,741	100,089,976
Total assets	<u>\$ 190,068,247</u>	<u>\$ 156,937,680</u>
 <u>Liabilities</u>		
Current liabilities		
Accounts payable	\$ 28,693	\$ 27,148
Due to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978	3,479,711	3,142,669
Debt funding payable, net	5,608,660	1,360,441
Total current liabilities	9,117,064	4,530,258
Total liabilities	9,117,064	4,530,258
Net position		
Restricted for:		
Economic development	180,951,183	152,407,422
Total net position	180,951,183	152,407,422
Total liabilities and net position	<u>\$ 190,068,247</u>	<u>\$ 156,937,680</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, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Operating revenues		
Interest and dividends on investments	\$ 2,872,772	\$ 2,580,730
Interest income on cooperative loan agreements	1,732,386	1,309,393
Realized gain on investment held with New Mexico Investment Council	230,526	25,815
Impairment of value on equity investments in New Mexico entities	(688,800)	-
Realized gain on other investments	<u>-</u>	<u>7,608</u>
Total operating revenues	4,146,884	3,923,546
Operating expenses		
Equity investment operating expense, net	-	35,267
Provision for loan losses	33,436	69,392
Economic development program services	201,283	188,218
Other operating expenses	<u>237,405</u>	<u>189,785</u>
Total operating expenses	<u>472,124</u>	<u>482,662</u>
Operating income	3,674,760	3,440,884
Nonoperating revenue (expense)		
Contribution from the State of New Mexico Severance Tax Permanent Fund pursuant to §7-27-5.15(F) NMSA 1978	28,348,712	30,230,284
Return to the State of New Mexico Severance Tax Permanent Fund pursuant to §5-29-7 NMSA 1978	<u>(3,479,711)</u>	<u>(3,142,669)</u>
Total nonoperating revenue	<u>24,869,001</u>	<u>27,087,615</u>
Change in net position	28,543,761	30,528,499
Net position - beginning of year	<u>152,407,422</u>	<u>121,878,923</u>
Net position - end of year	<u><u>\$ 180,951,183</u></u>	<u><u>\$ 152,407,422</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, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Cash flows from operating activities:		
Cash payments to suppliers for operating expenses	\$ (429,433)	\$ (374,204)
Net cash used by operating activities	(429,433)	(374,204)
Cash flows from noncapital financing activities:		
Cash received from Severance Tax Permanent Fund	28,348,712	30,230,284
Cash paid to Severance Tax Permanent Fund - net excess funds	(3,142,669)	(1,725,798)
Net cash provided by noncapital financing activities	25,206,043	28,504,486
Cash flows from investing activities:		
Purchase of other investments	4,726,627	-
Purchase of investment held with NM State Treasurer's Office	(21,578,712)	(9,070,284)
Investments in NM economic development activities under Cooperative Agreements, net	(7,932,715)	(19,042,075)
Net cash used by investing activities	(24,784,800)	(28,112,359)
Net changes in cash and cash equivalents	(8,190)	17,923
Cash and cash equivalents - beginning of year	36,657	18,734
Cash and cash equivalents - end of year	<u>\$ 28,467</u>	<u>\$ 36,657</u>
Reconciliation of operating income to net cash used by operating activities:		
Operating income	\$ 3,674,760	\$ 3,440,884
Adjustments to reconcile operating income to net cash used by operating activities:		
Provision for loan losses	33,436	69,392
Equity investment operating expense, net	-	35,267
Non-cash investment gains, net	(4,130,864)	(3,763,835)
Interest and dividends receivable	(16,020)	(159,711)
Changes in assets and liabilities:		
Prepaid expenses	7,710	2,113
Accounts payable	1,545	1,686
Net cash used by operating activities	<u>\$ (429,433)</u>	<u>\$ (374,204)</u>

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

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.

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Financial Reporting Entity – Continued

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.

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

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 Cash Equivalents

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

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Investments – Continued

In accordance with GASB Statement No. 72, paragraph B74, debt and equity investments held primarily to further economic development are reported using the cost method. Debt and 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, 2025 and 2024, allowances have been established for loan losses incurred as a result of debt investments made under Cooperative Agreements are as follows:

	<u>2025</u>	<u>2024</u>
Allowance for loan losses, beginning	\$ 82,442	\$ 46,997
Loan losses incurred in current period	(36,354)	(33,947)
Provision for loan losses	<u>33,436</u>	<u>69,392</u>
Allowance for loan losses, ending	<u>\$ 79,524</u>	<u>\$ 82,442</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.

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, 2025 or 2024.

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Net Position/Fund Equity – Continued

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, 2025 and 2024:

	<u>2025</u>	<u>2024</u>
Cumulative severance tax permanent fund capital contributions	\$ 194,938,884	\$ 166,590,172
Cumulative return of net excess funds	(11,179,310)	(7,699,599)
Cumulative expenses in excess of other revenues	<u>(2,808,391)</u>	<u>(6,483,151)</u>
	<u>\$ 180,951,183</u>	<u>\$ 152,407,422</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 \$28,348,712 and \$30,230,284 in 2025 and 2024, respectively.

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

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.

Subsequent Events

NMSBIC has evaluated all events occurring subsequent to June 30, 2025 and through September 18, 2025, 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, 2025 and 2024, respectively.

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 3 – DEPOSITS – CONTINUED

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, 2025 and 2024, respectively, 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>2025</u>	<u>2024</u>
Amount of deposits	\$ 28,467	\$ 36,657
FDIC Insurance	<u>(28,467)</u>	<u>(36,657)</u>
Uninsured deposits	-	-
Collateral from financial institution	<u>-</u>	<u>-</u>
Total uninsured and uncollateralized deposits	<u>\$ -</u>	<u>\$ -</u>

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.

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 4 – FAIR VALUE MEASUREMENT – CONTINUED

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.

The methods described below 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.

The following tables presents the fair value hierarchy for assets measured at fair value on a recurring basis as of June 30, 2025 and 2024:

<u>Assets at Fair Value</u>				
<u>Description – 2025</u>	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Cooperative loan agreements	\$ 108,670,165	\$ -	\$ 108,670,165	\$ -
Investment held with NM				
State Treasurer's Office – LGIP	52,575,397	-	52,575,397	-
Other investments	15,267,391	15,267,391	-	-
Investment held with NM				
State Investment Council	10,891,819	-	10,891,819	-
	<u>\$ 187,404,772</u>	<u>\$15,267,291</u>	<u>\$ 172,137,381</u>	<u>\$ -</u>

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

NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 4 – FAIR VALUE MEASUREMENT – CONTINUED

Description – 2024	Total	Level 1	Level 2	Level 3
Cooperative loan agreements	\$ 97,193,828	\$ -	\$ 97,193,828	\$ -
Investment held with NM				
State Treasurer’s Office – LGIP	29,511,403	-	29,511,403	-
Other investments	16,843,331	16,843,331	-	-
Investment held with NM				
State Investment Council	10,093,191	-	10,093,191	-
	<u>\$ 153,641,753</u>	<u>\$16,843,331</u>	<u>\$ 136,798,422</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.

Other investments: Valued at unadjusted quoted prices in active markets for identical investments. Other investments are comprised of a federal money market fund and United States Treasury securities with maturities less than one year.

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 statements of net position date.

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 Credit Plus Bond pool held with the New Mexico State Investment Council.

**Small Business Investment Corporation
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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

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

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:

2025

Description	Level of Inputs	Percentage of Portfolio	Market Value	Credit Risk Rating
Credit Plus Bond	Level 2	100.00%	\$10,891,819	Not available

2024

Description	Level of Inputs	Percentage of Portfolio	Market Value	Credit Risk Rating
Credit Plus Bond	Level 2	100.00%	\$10,093,191	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.

Small Business Investment Corporation
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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

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

NM Local Government Investment Pool – Continued

2025			
Description	Fair Value	Rating	Weighted Average Maturities
Investment held with NM State Treasurer's Office – LGIP	\$ 52,575,397	AAAm	18 Days (r) ; 75 Days (F)
2024			
Description	Fair Value	Rating	Weighted Average Maturities
Investment held with NM State Treasurer's Office – LGIP	\$ 29,511,403	AAAm	18 Days (r) ; 65 Days (F)

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 December 2034. 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, 2025 and 2024, interest income of \$118,887 and \$99,850, respectively, was recognized related to this investment.

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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

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 then extended to August 31, 2022; 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, as of September 1, 2022, the NMSBIC reduced the interest rate of the loan to 0.50% through June 30, 2025 and extended the term for COVID-19 loans to up to sixty months. The COVID-19 Lending Program ended on September 30, 2022, for new or modified loans. The COVID-19 Lending Program will remain active for existing loans through September 30, 2027. As of May 31, 2024, the 0.50% interest rate was modified to step up in January each year in 0.50% increments until it reaches 2.0% as of January 1, 2029. 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 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, 2025 and 2024, interest income of \$3,055 and \$2,446, respectively, was recognized related to this investment. See supplementary schedules for detail on this agreement.
- 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%. Under the original participation agreement, NMSBIC shared 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, 2025, and 2024, interest income of \$109,061 and \$101,841, respectively, was recognized related to this investment.

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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED

Cooperative Loan Agreements – Continued

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.

- New Mexico Mortgage Finance Authority (NMMFA). As of December 2013, the NMSBIC entered into 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 2028. During the years ended June 30, 2025 and 2024, respectively, interest income of zero 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 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 2033. During the years ended June 30, 2025 and 2024, interest income of \$558,484 and \$370,949, respectively, was recognized related to this investment.

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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

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, 2025 and 2024, interest income of zero and \$97, respectively, was recognized related to this investment.
- **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 September 2031. During the years ended June 30, 2025 and 2024, interest income of \$151,007 and \$105,198, respectively, was recognized related to this investment.
- **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, 2025 and 2024, respectively, interest income of zero was recognized related to this investment.

**Small Business Investment Corporation
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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED

Cooperative Loan Agreements – Continued

- 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, 2025 and 2024, interest income of \$405,556 and \$310,278, respectively, was recognized related to this investment.
- RBC Global Asset Management. As of September 9, 2022, NMSBIC entered into an Investment Advisory Agreement with RBC Global Asset Management (RBC GAM). Under this agreement, RBC GAM sources Small Business Administration (SBA) loans that are focused on BIPOC (black, indigenous and people of color) areas and BIPOC owned small businesses in New Mexico. The guaranteed portion of the SBA loans are aggregated into SBA pools that are delivered to the NMSBIC. The NMSBIC committed \$25 million which was initially invested in short-term investments comprised of a federal money market fund and United States Treasury securities with maturities of twelve months or less. The short-term investments are liquidated and used to fund the SBA pools as they are delivered to NMSBIC. The NMSBIC's SBA pool investments are guaranteed by the SBA. During the years ended June 30, 2025 and 2024, interest income of \$386,336 and \$318,734, respectively, was recognized related to this investment.
- B:Side Fund. As of September 2024, NMSBIC entered into a new revolving loan Cooperative Agreement with B:Side 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 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. 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 September 2034. During the years ended June 30, 2025 and 2024, interest income of zero was recognized related to this investment.

**Small Business Investment Corporation
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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 6 – INVESTMENTS IN NEW MEXICO ENTITIES – CONTINUED

Equity Cooperative Agreements

NMSBIC is party to 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 Community Capital Fund I Limited Partnership (NMCC) terminated on June 30, 2025. NMCC had no value and no final distribution was paid to limited partners. The New Mexico Mezzanine Partner Limited Partnership (NMMP) passed the fund termination date and is in a winding-up period. As of June 30, 2025, NMSBIC recorded \$688,800 in other than temporary impairment for its investment in NMMP that reduced NMSBIC's book value to zero. 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 – 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 2025 and 2024 were \$28,348,712 and \$30,230,284, respectively. Details of these distributions are as follows:

<u>2025</u>			
<u>Agency</u>	<u>Number</u>	<u>Amount</u>	<u>Purpose</u>
DFA	34100	\$28,348,712	Severance Tax Permanent Fund Proceeds
<u>2024</u>			
<u>Agency</u>	<u>Number</u>	<u>Amount</u>	<u>Purpose</u>
DFA	34100	\$30,230,284	Severance Tax Permanent Fund Proceeds

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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 8 – 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 \$3,479,711 and \$3,142,669 as of June 30, 2025 and 2024, 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.

	<u>2025</u>	<u>2024</u>
Interest and dividends received, cash basis	\$ 4,456,195	\$ 3,604,959
Operating expenses, net of loan losses	(438,686)	(413,271)
Accumulated reserve for debt and equity losses	(79,524)	(82,442)
Fair value change, investment with New Mexico State Investment Council	230,526	25,815
Impairment of value on equity investments in New Mexico entities	(688,800)	-
Fair value change, other investments	<u>-</u>	<u>7,608</u>
Net excess funds	<u>\$ 3,479,711</u>	<u>\$ 3,142,669</u>

NOTE 9 – 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.

**Small Business Investment Corporation
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NOTES TO FINANCIAL STATEMENTS

June 30, 2025 and 2024

NOTE 10 – CAPITAL COMMITMENTS

As of June 30, 2025 and 2024, total remaining commitments under debt cooperative agreements and equity cooperative agreements were \$48,380,609 and \$43,871,252, respectively. See supplementary schedules for details of these remaining commitments.

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, and third-party wrongful acts liability insurance. NMSBIC has no employees, no real property interests and no significant tangible personal property.

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.

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, 2025 and 2024

	<u>Loan Commitments</u>	<u>Beginning Gross Loan Balance</u>	<u>Loan Funding Net of Repayments</u>	<u>Realized Loan Loss</u>	<u>Ending Gross Loan Balance</u>	<u>Allowance for Loan Losses</u>	<u>Ending Net Loan Balance</u>
For the year ended June 30, 2025							
1. RBC SBA Loan Pool	\$ 25,000,000	\$ 9,948,054	\$ 18,086	\$ -	\$ 9,966,140	\$ -	\$ 9,966,140
2. DreamSpring #2	7,750,000	3,844,941	(306,903)	(36,354)	3,501,684	(35,017)	3,466,667
3. DreamSpring #3*	5,298	22,522	(17,224)	-	5,298	-	5,298
4. NMCDLF	37,500,000	33,008,590	(1,945,319)	-	31,063,271	-	31,063,271
5. WESST Corp	375,000	122,384	3,214	-	125,598	(44,507)	81,091
6. NMMFA	3,500,000	-	-	-	-	-	-
7. Ventana Fund	34,500,000	23,902,034	8,638,244	-	32,540,278	-	32,540,278
8. Homewise	16,000,000	6,427,745	5,119,675	-	11,547,420	-	11,547,420
9. Lift Fund	1,000,000	-	-	-	-	-	-
10. RCAC	1,000,000	-	-	-	-	-	-
11. Clearinghouse CDFI	30,000,000	20,000,000	-	-	20,000,000	-	20,000,000
12. B:Side Fund	500,000	-	-	-	-	-	-
	<u>\$ 157,130,298</u>	<u>\$ 97,276,270</u>	<u>\$ 11,509,773</u>	<u>\$ (36,354)</u>	<u>\$ 108,749,689</u>	<u>\$ (79,524)</u>	<u>\$ 108,670,165</u>
For the year ended June 30, 2024							
1. RBC SBA Loan Pool	\$ 25,000,000	\$ 6,361,453	\$ 3,586,601	\$ -	\$ 9,948,054	\$ -	\$ 9,948,054
2. DreamSpring #2	7,750,000	3,253,839	625,049	(33,947)	3,844,941	(38,449)	3,806,492
3. DreamSpring #3*	22,522	81,663	(59,141)	-	22,522	-	22,522
4. NMCDLF	37,500,000	30,286,380	2,722,210	-	33,008,590	-	33,008,590
5. WESST Corp	375,000	90,372	32,012	-	122,384	(43,993)	78,391
6. NMMFA	3,500,000	-	-	-	-	-	-
7. Ventana Fund	29,000,000	13,311,306	10,590,728	-	23,902,034	-	23,902,034
8. Homewise	16,000,000	4,247,366	2,180,379	-	6,427,745	-	6,427,745
9. Lift Fund	1,000,000	9,155	(9,155)	-	-	-	-
10. RCAC	1,000,000	-	-	-	-	-	-
11. Clearinghouse CDFI	20,000,000	15,000,000	5,000,000	-	20,000,000	-	20,000,000
	<u>\$ 141,147,522</u>	<u>\$ 72,641,534</u>	<u>\$ 24,668,683</u>	<u>\$ (33,947)</u>	<u>\$ 97,276,270</u>	<u>\$ (82,442)</u>	<u>\$ 97,193,828</u>

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

Small Business Investment Corporation
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SCHEDULES OF ACTIVITY OF EQUITY COOPERATIVE AGREEMENTS

Years Ended June 30, 2025 and 2024

	Investment Capital Commitments	Investment Activity, Cost Method of Accounting				Ending Investment Cost Method	Ending Investment Fair Value*
		Beginning Investment Cost Method	Capital Calls and Redemptions	Other Than Temporary Impairment	Operating Expense		
For the year ended June 30, 2025							
1. NMCCF	\$ 7,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2. NM Mezzanine Fund	3,000,000	688,800	-	(688,800)	-	-	-
3. Verge I II Combined	<u>9,025,155</u>	<u>1,551,538</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,551,538</u>	<u>4,019,410</u>
	<u>\$ 19,025,155</u>	<u>\$ 2,240,338</u>	<u>\$ -</u>	<u>\$ (688,800)</u>	<u>\$ -</u>	<u>\$ 1,551,538</u>	<u>\$ 4,019,410</u>
For the year ended June 30, 2024							
1. NMCCF	\$ 7,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 105,421
2. NM Mezzanine Fund	3,000,000	688,800	-	-	-	688,800	924,295
3. Verge I II Combined	<u>9,025,155</u>	<u>1,586,805</u>	<u>-</u>	<u>-</u>	<u>(35,267)</u>	<u>1,551,538</u>	<u>4,016,387</u>
	<u>\$ 19,025,155</u>	<u>\$ 2,275,605</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (35,267)</u>	<u>\$ 2,240,338</u>	<u>\$ 5,046,103</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.

**INDEPENDENT AUDITORS' REPORT ON INTERNAL
CONTROL OVER FINANCIAL REPORTING AND ON
COMPLIANCE AND OTHER MATTERS BASED ON
AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

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

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States of America, the 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 June 30, 2025 and the related notes to the financial statements, which collectively comprise NMSBIC's basic financial statements, and have issued our report thereon dated September 18, 2025.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered NMSBIC's internal control over financial reporting (internal control) to determine the 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 the NMSBIC's internal control. Accordingly, we do not express an opinion on the effectiveness of the 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 the NMSBIC's financial statements will not be prevented or detected and corrected on a timely basis. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether NMSBIC's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of NMSBIC's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering NMSBIC's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

PULAKOS CPAs, PC

September 18, 2025

Pulakos CPAs, PC

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

**SCHEDULE OF FINDINGS AND RESPONSES –
CURRENT AND PRIOR YEAR**

June 30, 2025

FINANCIAL FINDINGS:

Current Year:

NONE

Prior Year:

NONE