

# The Pathfinder



Oct 22, 2025

## FROM THE SECRETARY



We're growing opportunities for New Mexicans, at home and abroad.

Our new Economic Development and Tourism office in Mexico City is a big step in connecting New Mexico businesses with global partners, boosting trade, promoting tourism, and sharing the culture and heritage we're proud of.

Here at home, manufacturing is thriving. New Mexico ranks 6th in manufacturing job growth and 5th in manufacturing wages nationally, even as other states see declines. Programs like the Job Training Incentive Program (JTIP) help businesses grow by funding classroom and on-the-job training for new hires, reimbursing 50–90% of wages.

Whether it's building global connections or training the workforce of tomorrow, New Mexico is creating real opportunities for people and businesses to grow and succeed.

Rob Black  
Cabinet Secretary, NM Economic Development Department

## NEWS



### NM opens office in Mexico City

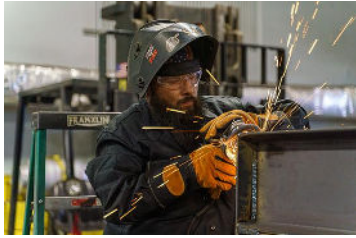
New Mexico is going global. The state's new Economic Development and Tourism office at the World Trade Center in Mexico City will connect local businesses with partners, boost trade, and showcase New Mexico's culture. Expect more opportunities for cross-border collaboration, trade forums, and cultural exchanges.

Secretary Rob Black speaks during the ribbon cutting...



In the news: [New Mexico opens economic office in Mexico City, aiming to boost cross-border relations](#)

[Read our press release](#)



## Manufacturing on the Rise

October is National Manufacturing Month and New Mexico's manufacturing sector is booming. The state ranks 6th in job growth and 5th in wages nationally, even as other states struggle. From National Manufacturing Week to local initiatives, New Mexico is proving it's a top place to build a career in manufacturing.

"New Mexico's manufacturing industry plays a crucial role in helping us create pathways to prosperity, generating local jobs and increased wages for tens of thousands of residents," said Secretary Black.

In the news: [Manufacturing wages in New Mexico surge, outpacing most states](#)

[Read our press release](#)



## One-on-One with Patrick Gannon, JTIP Manager

Meet Patrick Gannon, the man behind New Mexico's Job Training Incentive Program. In this one-on-one, he shares how JTIP helps businesses grow by funding training for new employees — covering 50–90% of wages — and what drives him to support New Mexico workers and businesses.

Last month, [JTIP awarded up to \\$2.2 million to 12 companies](#) supporting training for 225 employees across the state.

In the news: [State Job Training Funds Target 225 Workers Across New Mexico](#)

[Read the full interview](#)

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## EDD OPPORTUNITIES

### EVENTS

#### **Adventure Pitch Fest**

A gathering of outdoor entrepreneurs, gear makers, guides, and innovators showcasing products/services to investors and other outdoor enthusiasts. \$15k up for grabs in the business pitch competition (applications closed).

- Event date: Nov 6
- Location: Railyards in Albuquerque
- Info: [nmoutside.com/our-work/adventure-pitch](https://nmoutside.com/our-work/adventure-pitch)

## GRANTS

### **Creative Support Organization Grant**

Organizations that support creative industry companies and workers may apply for awards up to \$62,500 (subject to change).

- Deadline: Oct 24
- Webinar: [Watch the recording](#)
- Info: [edd.newmexico.gov/business-development/cid-grants](http://edd.newmexico.gov/business-development/cid-grants)

### **Healthy Food Financing Fund (HFFF) Grant**

HFFF is accepting applications to invest in food retailers, food processors, food producers, food hub/distributors and climate-smart pre-production projects. Award amounts from \$5,000-50,000.

- Deadline: Nov 19
- Details: [grant flyer](#)
- Info: [edd.newmexico.gov/HFFF](http://edd.newmexico.gov/HFFF)

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## **RESOURCE WRAP-UP**

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### **Resource Highlight:**

## **Opportunity Enterprise New application round**

**Low-interest loans for developers are available**

*Does your community need more commercial facilities or an increased supply of attainable housing?*

The Opportunity Enterprise programs provide low-cost financing with favorable terms for the development of commercial facilities, workforce housing, and infrastructure for affordable housing in New Mexico.

- [Commercial Development](#)
- [Housing Development](#)

Deadline: Dec 12.



### **For Businesses**

#### **Energy Efficiency Revolving Loan Fund**

Offers loans at a fixed rate of 2% to cover energy efficiency upgrades for businesses. Accepting applications for loans to finance energy-efficiency upgrades in commercial buildings that serve a community purpose.

#### **Small Business Credit Survey**

**Small business leaders, be heard.** What have

### **For Communities & Nonprofits**

#### **Community Connect Program**

Grants for the roll-out or expansion of Public Wi-Fi in New Mexico Communities. All requests for reimbursement must be completed by June 30, 2026.

#### **New Mexico Capital Development Program Fund**

Provides funding for infrastructure projects

been your recent experiences in pursuing financing? What are your expectations for profitability, hiring, and more over the next 12 months? The Small Business Credit Survey is open through **November 14**. Take the 12-minute survey today!

#### [Leadership Coaching Office Hours for Entrepreneurs](#)

Reserve your virtual or in-person (Albuquerque) 1:1 coaching with Scott Tafoya. Oct 20, Nov 10, and Dec 15.

#### **NMAIC: AI After Hours**

Come connect with the AI community, share ideas, and spark collaborations in a relaxed, after-hours setting. Event: Oct 22, 5-7pm, Q Station (ABQ).

#### [Restaurant Accelerator & Community Grant](#)

Small, independent restaurants can apply for a 4-week virtual accelerator program. Participants who attend at least 3 sessions will be eligible to receive a \$5,000 Community Fund Grant to invest directly in their business. Deadline: Oct 24.

#### [Native American Business Roundtables \(City of Santa Fe\)](#)

Monthly gatherings create space for Native American entrepreneurs, artists, and business owners to connect, share resources, and build pathways to success. Upcoming meetings on Nov 12 and Dec 9.

#### [Retail Lease Opportunity at SFA](#)

Santa Fe Regional Airport seeks boutique-style retail concessions inside the terminal. Deadline: Nov 15.

across New Mexico, including construction, renovation, and capital improvements. Deadline: Oct 27.

#### [Jobs Plus NOFO](#)

Awards to public housing authorities to develop employment-related services that will increase the economic self reliance of HUD-assisted residents. Deadline: Oct 27.

#### [Technical Assistance to Tribes](#)

Financial and technical assistance to federally recognized Tribes for projects that develop, manage, and protect water-related resources. Maximum award \$2M/applicant; \$1M/proposal. Deadline: Oct 28.

#### [Farm to School Grant](#)

Increases availability of local foods in Child Nutrition Program (CNP) operations and connect students to the sources of their food through education, taste tests, school gardens, field trips, and local food sourcing. Grants can be used to launch new farm to CNP1 programs or expand existing efforts. Deadline: Dec 5

#### [Workforce Summit](#)

Thought leaders from MIT, SFCC, NMDWS, nonprofits, employers, & venture capitalists will plant the seeds of new ideas and best practices in workforce training. Ideation roundtables then create innovations specific to their communities and form working groups. Event: Dec 11 in Santa Fe.

#### [USDA Technical Assistance and Training Grant](#)

Funds may be used to for technical assistance and/or training to identify and evaluate solutions to water problems. Deadline: Dec 31.

#### [Diesel Emissions Reduction Act](#) (businesses and communities)

Grants for projects that reduce harmful heavy-duty diesel emissions. NMED is soliciting proposals for DERA projects that effectively reduce these emissions from heavy-duty diesel-fueled vehicles and equipment.

#### [Upcoming Events](#)

Oct 31 | [5 Ways to use ChatGPT \(AI\) for small businesses](#) (\$10)  
Nov 19 | [UNM Business & Economic Summit \(Albuquerque\)](#) (\$25)

For ongoing and on-demand events, or to search for other events in your area, visit us at [edd.newmexico.gov/events](http://edd.newmexico.gov/events)

Visit our YouTube channel to view previously recorded EDD webinars:  
[www.youtube.com/@newmexicoeconomicdevelopment](https://www.youtube.com/@newmexicoeconomicdevelopment)

*We love to hear from you!*

- Submit resources for the Pathfinder newsletter to [Pathfinder@edd.nm.gov](mailto:Pathfinder@edd.nm.gov)
- List a business or community resource on our Resource Map at [edd.newmexico.gov/resource-map](http://edd.newmexico.gov/resource-map)
- Add an event to our calendar at [edd.newmexico.gov/events](http://edd.newmexico.gov/events)



