



FY 2027 NM Food Pathways Application Questions

NM Food Pathways Grant Program: Expanding Healthy Food Access Across New Mexico

The NM Food Pathways Grant Program supports strategic investments that increase access to healthy, affordable, and locally available foods in underserved communities across New Mexico. Administered through the New Mexico Economic Development Department's Food, Hunger, and Agriculture Program, the NM Food Pathways Grant Program is designed to strengthen healthy food retail and consumer food access infrastructure through targeted operational investments that improve the availability, merchandising, storage, and sale of staple and perishable foods.

This program aligns with the federal Healthy Food Financing Initiative (HFFI), which supports healthy food retail enterprises and related enabling infrastructure in communities with limited access to affordable and nutritious food. The program prioritizes practical, implementation-ready projects that help food retailers and community food access organizations improve operations, strengthen retail readiness, enhance cold chain and food safety capacity, and expand access to nutritious foods in rural, Tribal, frontier, and underserved communities.

*** = Required Field**

Section 1: Organization Information

- Name of Person Completing the Form*
- Primary Phone*
- Primary Email*
- Organization Name*
- Physical Address (No P.O. Boxes)*
- Select the County the organization operates in.*
- Organization Website
- Organization Type*
 - ☐ Nonprofit
 - ☐ For-profit
 - ☐ Tribal entity
 - ☐ Cooperative
 - ☐ Local government entity
- Select the County the organization operates in.*
- Please select all business entity classifications that apply to your organization.
 - ☐ Disability-Owned Business Enterprise (DOBE)
 - ☐ Disadvantaged Business Enterprise (DBE)
 - ☐ Indigenous-Owned (IO)
 - ☐ Lesbian, Gay, Bisexual, Transgender, Queer (LGBTQ)-Owned Business Enterprise



- ☐ Minority-Owned Business Enterprise (MBE)
- ☐ Veteran-Owned Business Enterprise (VBE)
- ☐ Woman/Women-Owned Business Enterprise (WBE)
- ☐ Other
- If "Other" business entity classification, please explain.*
- Unique Entity Identifier (UEI)*
- Employer Identification Number (EIN)*
- SAM.gov Status*
 - ☐ Active
 - ☐ Pending
 - ☐ Not Registered
- Years in Operation*
- Full-Time Staff*
- Has applicant received prior federal funding?*
- ☐ Yes
- ☐ No
- ☐ Unsure
- If Yes, describe prior federal funding experience, agency, amount, and project type.*

Section 2: Project Overview

- Project Title*
- Select the category that best describes the project.*
 - ☐ Food Retail
 - ☐ Food Enterprise
- To be eligible for funding through the NM Food Pathways Program, Food Retail applicants must offer a full range of staple foods, and Food Enterprise applicants must distribute food to one or more SNAP-authorized retailers that offer a full range of staple foods. Which staple food categories does the applicant currently offer or distribute? Select all that apply.*
 - ☐ Meat, Poultry, or Fish
 - ☐ Dairy
 - ☐ Breads, Cereals, or Grains
 - ☐ Vegetables or Fruits
 - ☐ Other
- If "Other" please describe.*



- What additional staple foods does applicant intend to offer or distribute by the end of the grant period? Check all that apply.*
 - ☐ Meat, Poultry, or Fish
 - ☐ Dairy
 - ☐ Breads, Cereals, or Grains
 - ☐ Vegetables or Fruits
 - ☐ Other
 - ☐ None
- If "Other" please describe.*
- **Food Retail ONLY:** Please select the current SNAP authorization status of your organization.*
 - ☐ Currently SNAP-authorized
 - ☐ Application for SNAP authorization submitted (pending approval)
 - ☐ Not currently SNAP-authorized, but planning to during project implementation
 - ☐ Not currently SNAP-authorized, and no plans to become SNAP-authorized
- **Food Enterprise ONLY:** What percentage of your organization's total food distribution is provided directly to SNAP-authorized retailers?* *To be eligible for funding under the NM Food Pathways Program, Food Enterprise applicants must distribute at least 51% of their total food distribution to SNAP-authorized retailers that offer a full selection of staple foods across all required staple food categories.*
- **Food Enterprise ONLY:** Please specify which SNAP-authorized retailers you currently distribute to, and/or plan to distribute to through the NM Food Pathways Program.*
- What is the applicant's level of control over the project site? Project site control refers to the applicant's legal right to occupy, operate, or make improvements at the project location.*
 - ☐ Owned by the applicant
 - ☐ Leased by the applicant
 - ☐ Shared Use Agreement
 - ☐ Tribal Land Authorization
 - ☐ Pending Site Acquisition
 - ☐ Pending Lease Agreement
 - ☐ Other
- If leased, shared, or otherwise not owned by the applicant, describe the terms of site control and the remaining term of the agreement.*

Funding Request: Instructions. Applicants may apply for one or more of the following funding tiers: \$25,000, \$50,000, \$100,000. If applying for multiple funding tiers, applicants

must submit a separate budget for each tier requested. Important: Only one funding tier may be awarded to each applicant. Submitting multiple funding tier requests does not guarantee funding at multiple levels. For example, if an applicant applies for both the \$25,000 and \$50,000 tiers, only one of those funding amounts may be selected for final award. Applicants may submit a funding request for all three funding tiers.

- Funding Request. Select all that apply.*
 - ☐ \$25,000
 - ☐ \$50,000
 - ☐ \$100,000

Project Overview Narrative: Instructions. The NM Food Pathways Grant Program provides reimbursement-based grant funding for projects that strengthen healthy food retail operations and consumer food access infrastructure across New Mexico. Funding is intended to support equipment, technology, and limited facility improvements that are directly tied to improving the ability of food retail enterprises to store, handle, merchandise, and sell staple and perishable foods in underserved communities. The program is not intended to support general real estate development or large-scale construction projects. Instead, it focuses on operational, implementation-ready investments that directly improve food access outcomes.

Projects should demonstrate a clear connection to one or more of the following:

- ☐ Expanding access to healthy, affordable foods
 - ☐ Strengthening rural and community-based food retail viability
 - ☐ Improving availability of staple and perishable foods
 - ☐ Increasing SNAP-ready or SNAP-authorized retail capacity
 - ☐ Improving cold chain and food safety in retail environments
 - ☐ Enhancing retail readiness and operational efficiency
 - ☐ Supporting local food purchasing where it strengthens retail food access
 - ☐ Serving rural, Tribal, frontier, and low-access communities
- Project Overview Narrative.*
 - Describe the project's staffing, management, and implementation capacity. Include all project staff and their titles, roles, and responsibilities; the organization's relevant experience; the management structure that will support project implementation; and any key partnerships that will contribute to the project's success.*

Project Milestone Timeline Instructions. Complete the table below by identifying the anticipated start and end dates for each project milestone. The milestone timeline should reflect the sequence of activities necessary to successfully implement the proposed project and achieve the intended outcomes.

For each milestone:

- *Enter the anticipated Start Date and End Date for each activity in the "DD/MM/YYYY" format.*
- *Include all major project activities, procurement steps, construction or installation activities, training efforts, operational improvements, and other implementation tasks that will occur during the project period.*
- *If a listed milestone does not apply to your project, indicate "N/A" in the date fields or note that the activity is not applicable.*
- *If your project includes additional activities not reflected in the table, utilize the blank rows provided, as needed, and provide corresponding start and end dates.*
- *Milestones should be specific, measurable, and aligned with the proposed scope of work and project budget.*
- *The timeline should demonstrate project readiness and provide a realistic schedule for completing all proposed activities within the project period.*

Applicants should ensure that milestone dates account for procurement timelines, contractor availability, equipment delivery, permitting requirements (if applicable), and other factors that may affect project implementation.

The information provided in this table will be used to assess project feasibility, implementation readiness, and the applicant's ability to successfully complete the proposed project within the anticipated timeframe.

- Project Milestone Timeline Table (**Upload**)*

Section 3: Service Area & Community Need

- Identify the county or counties the project will have an impact. Select all that apply.*
- **Food Enterprise ONLY:** Describe the community and target population that will benefit from the proposed project, including the geographic area served and key demographic characteristics. Explain how the applicant's food enterprise will directly partner with or support SNAP-authorized retailers to improve food access and increase the availability of staple foods for SNAP recipients.
- **Food Retail ONLY:** Describe how the proposed project will expand food access for SNAP recipients through SNAP-authorized retail locations. Include the geographic area served, the target population, and how the applicant's food retail will increase the availability and accessibility of staple foods for SNAP customers.
- **Food Enterprise ONLY:** Describe the food access and affordability challenges within the community that the proposed food enterprise project will address for SNAP-authorized retailers. Include barriers to accessing healthy, affordable foods through

SNAP-authorized retail, explain why intervention is needed, and provide supporting data or evidence demonstrating the community's need.

- **Food Retail ONLY:** Describe the food access and affordability challenges experienced by the community your retail business serves, including barriers that limit SNAP recipients' access to healthy, affordable foods. Explain how these challenges affect your customers, why the proposed project is needed, and provide supporting data or evidence to support the need.

Section 4: Performance Metrics, Strategy, and Sustainability

Project Outputs and Outcomes: Instructions

Outputs: Describe the specific project outputs that will expand or strengthen access to healthy, affordable food for SNAP participants and other underserved community members. Include the number and type of SNAP-authorized or SNAP-serving food access points that will be established, expanded, or supported (e.g., grocery stores, corner stores, farmers markets, mobile markets, food cooperatives, food pantries, community distribution sites, or other retail and food access locations). Additionally, describe any equipment or physical assets that will be purchased, installed, or improved through the project (e.g., refrigeration units, freezers, shelving, point-of-sale systems with SNAP capability, vehicles, last-mile equipment, or food processing equipment). Where possible, provide estimated quantities and explain how these outputs will increase SNAP redemption capacity, improve the availability of healthy foods, and expand food access for SNAP recipients. If applicable, describe any new staple food categories (e.g., fruits and vegetables, dairy, meat, whole grains, or other staple foods) that will be introduced or expanded because of the project.

Outcomes: Describe the anticipated outcomes of the project, including the estimated number of individuals/households and/or retailers served, with particular emphasis on SNAP participants. Include any projected increases in healthy food access, food availability, affordability, and utilization among SNAP recipients. If applicable, provide estimates for SNAP transactions and sales, WIC, Senior Farmers Market Nutrition Program (SFMNP), Double Up Food Bucks, or other nutrition assistance or nutrition incentive program participation and redemptions. Additionally, describe any expected improvements in the availability and variety of staple foods, as well as any anticipated economic, health, or community benefits resulting from the project. Explain how these outcomes will be measured and tracked throughout the grant period, including methods used to monitor SNAP participation, nutrition assistance sales and redemptions, customer reach, availability of staple foods, and other relevant performance indicators.

- Describe the projected outputs that will result from the proposed project.*



- Describe the projected outcomes of the proposed project.*
- Enter the estimated percentage of food products that are sourced locally. Local sourcing refers to food purchased from producers, growers, processors, distributors, or suppliers located within New Mexico or neighboring states up to 400 miles from the project's point of origin. Local sourcing supports regional food supply chains, strengthens local economies, reduces transportation distances, and can improve the long-term sustainability and resilience of the food system. Round to the nearest whole number.*
- Identify your organization's current food suppliers and describe your sourcing strategy. Include information on where products are obtained (e.g., local producers, wholesalers, distributors, food hubs, cooperatives, or other sources), how suppliers are selected, and any efforts to prioritize local, regional, or sustainable sourcing practices.*
- Describe your organization's contingency plans for supply chain disruptions, operational challenges, or other risks that may affect project implementation. Include strategies for maintaining operations, securing alternative suppliers, managing inventory, addressing staffing shortages, and ensuring continued access to food and services during unexpected events.*
- Describe how the proposed project will be sustained beyond the grant period. Include plans for ongoing funding, revenue generation, operational support, partnerships, maintenance of equipment or infrastructure, and other strategies that will ensure the project's long-term viability and continued impact.*

Section 5: Financial Readiness

- Has applicant worked with a lender or Community Development Financial Institution (CDFI) before?*
- Does the applicant need a Bridge Loan for the FY27 Food Pathways reimbursable grant?*
- If Yes to Bridge Loan: Which type(s) of financing are you interested in pursuing for this project? Select the option that best describes your financing needs.*



- ☐ Additional Loan(s) Only (e.g., term loan, equipment loan, line of credit, real estate loan)
- ☐ Bridge Loan and Additional Loan(s)
- ☐ Financing Needs Undetermined / Seeking Guidance
- If Yes to Additional Loans: The New Mexico FY27 Pathways Grant Program offers low-interest project loans. Would the applicant like to be referred to a low-interest lending program?
 - ☐ Yes
 - ☐ No
 - ☐ Maybe
- How would the applicant describe the organization's current level of credit readiness?
 - ☐ High – Financing is secured or the organization is well-positioned to obtain financing.
 - ☐ Moderate – The organization has some financing capacity and is actively preparing to secure financing.
 - ☐ Early-Stage – The organization is developing its financial capacity and may require assistance to obtain financing.
 - ☐ Limited – The organization currently has limited access to or readiness for financing.
- For each funding source associated with the project, identify the source name, funding type (e.g., grant, loan, equity, or other), amount, and current funding status (e.g., secured, committed, pending, or anticipated). Include all sources of funding that will support the project and indicate whether funds have already been awarded or are still being pursued. Example: Community Development Bank - Loan - \$50,000 - Pending (application submitted)*
- Describe the processes and controls your organization uses to ensure data accuracy, completeness, and timely reporting.*
- How frequently does your organization review and report program, financial, or operational data internally? Select all that apply.*
 - ☐ Weekly
 - ☐ Biweekly
 - ☐ Monthly
 - ☐ Quarterly
 - ☐ Semi-Annually
 - ☐ Annually
 - ☐ As Needed
 - ☐ We do not currently conduct regular internal reporting



- Which system does your organization primarily use to track program activities, participants, inventory, sales, or outcomes? Select all that apply.*
 - ☐ Point-of-Sale (POS) System
 - ☐ Customer Relationship Management (CRM) System
 - ☐ Client/Case Management Software
 - ☐ Accounting Software
 - ☐ Excel Spreadsheet(s)
 - ☐ Google Sheets
 - ☐ Database (e.g., Access, Airtable, SQL)
 - ☐ Paper Records
 - ☐ No formal tracking system currently in place
 - ☐ Other
- If "Other" please describe.*

Section 6: Attachments

1. **Budget Template Download & Project Budget(s).** Upload the project budget(s). Maximum 3 files in PDF or Excel format. Important Note: If more than one funding tier is selected, a separate budget is required for each funding tier.*
2. **Equipment Details and Vendor Quotes.** Upload all available pictures of planned equipment purchases and/or vendor quotes with any relevant details (e.g., name of equipment, manufacturer, etc.), if applicable. Maximum 1 file in PDF format.
3. **Operating Budget.** Upload the current FY organizational operating budget. Maximum 1 file in PDF or Excel format.*
4. **Profit & Loss Statement.** Upload the current FY organizational P&L statement. Maximum 1 file in PDF format.*
5. **Food Retail ONLY: SNAP Authorization or Application.** Please upload your current SNAP Authorization, or any documents showing proof of becoming SNAP-authorized. Maximum 1 file in PDF format.*
6. **Letter(s) of Support.** Applicants are required to submit at least one Letter of Support to demonstrate community, partner, or stakeholder support for the proposed project. Combine all Letters of Support into one file. Maximum 1 file in PDF format.
7. **Food Enterprise ONLY: Letter(s) of SNAP Retail Verification.** Applicants applying under the Food Enterprise category must upload at least one Letter of SNAP Retail Verification from a SNAP-authorized retail business that receives food from the applicant's organization. If applicable, multiple letters are encouraged. Combine all Letters of SNAP Retail Verification into one file. Maximum 1 file in PDF format.

Section 7: Submission



- Applicant certifies that they are in good standing with any prior grant funding through Economic Development New Mexico (EDNM) and have fulfilled all required reporting obligations.
 - ☐ Yes
 - ☐ No
 - ☐ Not Applicable
- Applicant certifies that all information provided in this application is true, complete, and accurate to the best of their knowledge. The applicant further certifies that the organization is eligible to receive grant funding and agrees to comply with all applicable program requirements if awarded funding. The organization understands that submission of this application does not guarantee funding.
 - ☐ Yes
 - ☐ No
- E-Signature
- Date