THE PATHFINDER

ECONOMIC DEVELOPMENT NEW MEXICO

November 5, 2026

FROM THE SECRETARY



The Next Frontier isn't just about scientists and cutting-edge technology. It's about creating opportunities for New Mexicans to be part of our state's growing economy.

High-paying careers in quantum, aerospace, defense and advanced energy are opening up for more New Mexicans. Last quarter alone, our Job Training Incentive Program supported 510 new jobs and internships, with more than half of the 33 participating companies working in these growing industries.

We're also working to make sure that growth reaches communities across the state. Our newly proposed Opportunity Zones will help attract private investment to areas that have historically struggled to draw it, bringing new businesses, jobs and economic activity.

And for New Mexico's small businesses, we're launching Capital Connect, a program that helps business owners navigate the often difficult process of securing the financing they need to grow.
All of this comes back to creating more pathways to prosperity, whether that means a better-paying job, the chance to grow a business or new investment in your community.

That's how we build a stronger economy that creates lasting opportunities for New Mexico families.

Rob Black
Cabinet Secretary

NEWS



State supports 510 jobs - proves rapid growth in innovation

From July through September, EDNM's **Job Training Incentive Program (JTIP)** awarded funds of over $12M as reimbursement for partial wages of up to 510 new trainees.

Of the 33 companies awarded, more than half were from the advanced science and technology sectors — where NM holds the strongest competitive advantage.

This level of hiring is proof that NM is a hub for future-defining industries that have already taken a strong hold in our economy.

In the news: New Mexico Deploys JTIP Workforce Grants to Support Quantum Hardware Hiring at IonQ and Bandelier Technologies

Read the press release



The Qualified OZ 1.0 designation applies directly to both of Pacific Fusion's key NM locations (ABQ & Los Lunas).

Growing more opportunity in NM

The governor's office announced on Monday that 65 tracts were nominated by the state for **Opportunity Zones (OZ) 2.0** designation and are now headed to the US Dept. of the Treasury for federal designation.

OZ provides federal tax incentives to encourage private investment in businesses, property development and other projects that can create jobs and stimulate local economies.

Spanning 22 NM counties, 55.4% of the selected areas are rural, including several with Tribal areas, and more than 90% have poverty rates of 20% or higher.

OZ designation is a big step toward attracting new business growth and more jobs for New Mexicans.

In the news:

- New Mexico selects 65 Opportunity Zones for business development, new jobs
- Four Doña Ana County areas nominated for federal investment tax incentives

Read the press release

Small Business Technical Assistance

Twenty NM small for-profit businesses will have the opportunity to receive $4,000 in free financial consulting and coaching services through **Capital Connect,** a program of the State Small Business Credit Initiative (SSBCI).

Capital Connect is a free, 3-month program that offers hands-on financial guidance and support to help participants become “capital ready.”

The program is fully bilingual and is designed for entrepreneurs with very small (fewer than 10 employees), minority-owned, rural businesses that are ready to grow. **Applications are open through November 27.**

Learn more and apply: edd.newmexico.gov/capital-connect.

Read the press release

EDNM HIGHLIGHT

We're on the airwaves!
EDNM Cabinet Secretary Rob Black joined The TJ Trout Show (96.3 New Radio KKOB) to talk about the exciting growth of emerging industries in New Mexico, including quantum computing and advanced manufacturing.



https://omny.fm/shows/tj-trout/current-state-of-the-state-business

EDNM OPPORTUNITIES

EDNM GRANTS AND PROGRAMS

SBIR/STTR Matching Grant
- Deadline: Nov 17
- Learn more: https://edd.newmexico.gov/nm-small-business-innovation-research-sbir-matching-grant/

Capital Connect
- Deadline: Nov 17
- Learn more: edd.newmexico.gov/capital-connect

Business Development & Expansion Grant
- Application overview webinar: Dec 4 - register here
- Application period: Dec 1-31
- Learn more: edd.newmexico.gov/cid-grants

Capital Leverage Grant
- Deadline rolling (always open)
- Learn more: edd.newmexico.gov/capital-leverage-grant

Adventure Pitch Fest
- Nov 6, Albuquerque Rail Yards
- Learn more: nmoutside.com/our-work/adventure-pitch

Targeted Federal Match Grant
- Accepted on a rolling, first-come, first-served basis
- Learn more: edd.newmexico.gov/targeted-federal-match

EDNM CAREER OPPORTUNITIES

Attorney (Albuquerque)
- Apply by 11/28/2026
- Job ID: 168933

Sr. Human Resources Generalist (Santa Fe)
- Apply by 11/13/26
- Job ID: 169000

RESOURCE WRAP-UP



Flood Resources

The Office of the Governor has created a compilation of flooding resources for New Mexicans needing assistance: www.governor.state.nm.us/flooding-resources

Updated forecasts can be found on the National Weather Service's website.

The Tax Dept is offering extensions for taxpayers affected by flooding. Apply by submitting form TRD-41432, *Disaster Relief Extension Notification*, to the department via email at tax.extension@tax.nm.gov or mail forms to P.O. Box 630, Santa Fe, New Mexico 87504-0630. Taxpayers can also request longer extensions by submitting Form RPD-41096, *Extension of Time to File*. Both forms can be found at www.tax.newmexico.gov.

For Businesses

Immigration Information and Resources for Employers

Rolling deadlines and ongoing opportunities:
- NM CERG
- New Mexico True Certified
- Aggie I-Corps
- NM REAP
- Small Business bAIsics
- Monthly Amber Grants
- Creative Capital Artist Lab
- CDFI Resource Library
- Black Business Alliance of Santa Fe,
- Native Business Roundtables (Santa Fe) last Thursday of each month
- Energy Efficiency Revolving Loan Fund
- NM REAP
- Energy Efficiency Assessments
- Santa Fe Small Business Navigator Program
- Native American Bank
- Main Street America's Small Business Hub

Community & Nonprofit Resources

The Econ Dev Show is a podcast and email newsletter sharing actionable strategies, fresh news, insights, and ideas.

Rolling deadlines and ongoing opportunities:
- Main Street America Small Business Hub
- National Grassroots Organizing Grant Program
- Community Connect Program
- Anderson Charitable Foundation Grants
- WK Kellogg Foundation
- Technical Assistance Gateway (TAG)
- NM Grantmakers Directory
- American's Job Center New Mexico Open House Orientations every Monday
- Pro Bono Legal Services for Nonprofits
- The Grant Plant
- Managing Federal Grants – Start Up Guide

Native American Library Services Enhancement Grants Deadline Nov 13

SBA Capital Readiness Events Nov 9,16 &23

The Maker's Market Place – Practical Strategies for Selling Your Work (Santa Fe) Nov 10

Santa Fe Small Business Navigator Finance Fair (Santa Fe) Nov 12

Financial Basics for New Small Businesses Nov 12

Host a table at Sandia National Labs Small Business Opportunities Fair (Mar 27) - link opens an email. Apply by Nov 13

UNM Business and Economic Summit Nov 19

Museum Grants for American Latino History and Culture Nov 13

Inspire Grants for Small Museums Deadline Nov 13

Assay Validation of High Quality Markers for Clinical Studies in Cancer Deadline Nov 16

UNM Business and Economic Summit Nov 19

City of Santa Fe Go Local, Go Different Community Investment Fund Deadline Nov 30

Hispanic-Serving Institutions Education Grants Program Deadline Dec 3

For ongoing and on-demand webinars, or to search for events in your area, visit us at edd.newmexico.gov/events

Visit our YouTube channel to view previously recorded EDD webinars: www.youtube.com/@newmexicoeconomicdevelopment

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We love to hear from you!

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

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