

# ICIP Training Series

EDA 101/Refresher  
May 2024



**E•D•A**

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

*Getting America Back to Work!*

# U.S. Department of Commerce



U.S. Department of Commerce



**Gina Raimondo**  
**Secretary of Commerce**

- U.S. Census Bureau
- Economic Development Administration (EDA)
- National Oceanic and Atmospheric Administration
- U.S. Patent and Trademark Office
- Office of the Secretary

- Bureau of Economic Analysis
- Bureau of Industry and Security
- Office of the Undersecretary for Economic Affairs
- International Trade Administration
- Minority Business Development Agency
- National Institutes of Standards and Technology
- National Technical Information Service
- National Telecommunications and Information Administration



**Alejandra Castillo**  
**Assistant Secretary of Commerce**  
**Economic Development Administration**



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# EDA Regions



US Department of Commerce  
Economic Development Administration

## EDA Regions



EDA Regional Offices/University Centers

Atlanta Austin Chicago Denver Philadelphia Seattle

**Philadelphia:**  
Puerto Rico and US  
Virgin Islands

**Seattle:**  
American Samoa  
Guam  
Federated States of  
Micronesia  
Palau  
Marshall Islands  
Commonwealth of  
the Northern  
Mariana Islands

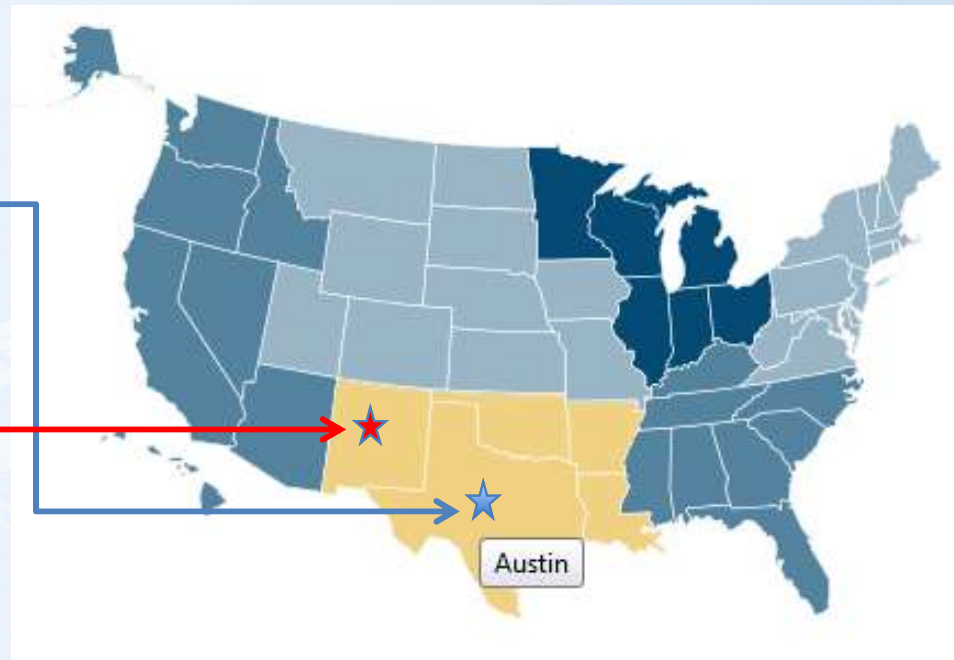
## Who is EDA?

- Department of Commerce
- Headquarters (DC)
- 6 Regional Offices

Austin Regional Office

EDR in  
Albuquerque

- Austin Regional Office covers 5 States
- Allocation based on population



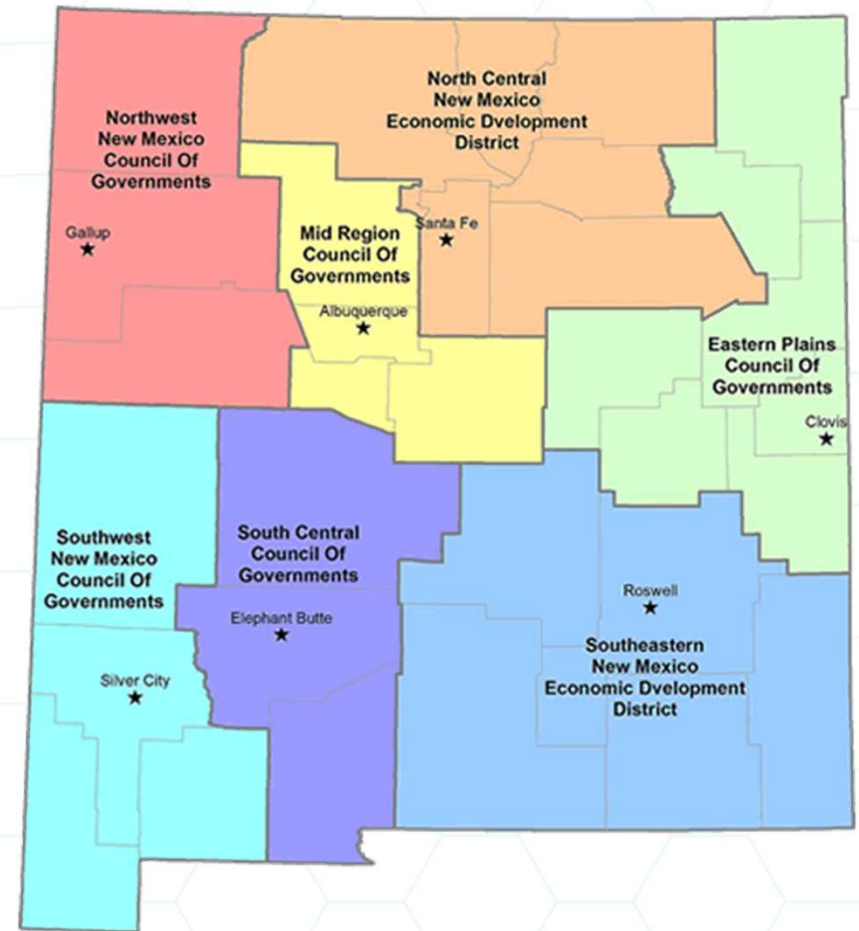
## Who is EDA?

- ***Mission...*** To lead the Federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy.
- EDA provides **grant-based investments** to units of state and local government, universities, public or private non-profits, Indian Tribes, District Organizations, Institutions of higher education, in communities and regions suffering from economic distress.
- EDA targets its investments to create (or retain) **long-term, sustainable jobs** and to attract **private capital investment**.
- EDA investments are focused on **locally-developed, regionally-based economic development initiatives** that directly contribute to economic growth...

## EDA Partners

EDA's Partnership Planning program helps regional planning organizations (Councils of Governments, Economic Development Districts, Indian Tribes, and other eligible areas) with their long-term planning efforts, outreach to communities and development of Comprehensive Economic Development Strategies (CEDS).

- CEDS -- a strategy-driven plan for regional economic development
- EDDs -- EDA supports this national network of over 380 regional economic development organizations.
- Short term planning needs



**Public Works** Revitalize, expand and upgrade infrastructure to attract new industry, encourage business expansion and diversify local economies.

Technology-based  
facilities

Multi-tenant  
manufacturing  
facilities

Business and  
industrial parks

Telecommunication  
and development  
facilities

Water and sewer  
system  
improvements

Business incubator  
facilities

Port and harbor  
expansions

Skill-training  
facilities

Brownfield  
redevelopment

Prohibited activities include but are not limited to: parking, pools, zoos, golf courses, community buildings, fire departments or police stations, vehicles, tuition costs, day care centers

**Economic Adjustment Assistance** For areas that have experienced or are under threat of serious structural damage to the underlying economic base. (Construction & Non-Construction Projects)

- Infrastructure (such as those in PW)
- Incubators/Accelerators
- Economic Recovery Strategies
- Revolving Loan Fund Programs
- Assistance to Coal Communities (ACC)
- Engineering & Design
- Disaster (natural disaster supplemental, ARPA, CARES)



# EDA Funding Assistance Programs



## Construction

- Public Works
- Economic Adjustment Assistance
  - Stimulus (CARES)
  - Coal Impacted Communities



## Non-Construction

- Short Term Planning
  - Partnership Planning
- Local Technical Assistance
  - University Centers
- Economic Adj. Assistance



## National Competitions

- Build to Scale (B2S)
- Tech Hubs
- Recompete

# THE EDA APPLICATION

Best Practices, Dos and Don'ts, Competitiveness

Project  
Development

Application

Review

Post-Approval



# E•D•A

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# Notice of Funding Opportunity (NOFO)

<https://eda.gov/funding-opportunities/>



**ALL** EDA Programs are issued a Notice of Funding Opportunity (NOFO).

- Published on EDA's website Updates routinely (use the published even if old).
- Details critical information needed to apply.
  - ✓ Eligible Activities & Applicants
  - ✓ Funding Amounts & Grant Rates
  - ✓ Application Instructions & Important Links

# EDA Investment Priorities

Projects are evaluated based on how well it supports one or more of the following:

- ❖ **Equity**
- ❖ Recovery & Resilience
- ❖ Workforce Development
- ❖ Manufacturing
- ❖ **Technology-Based Economic Development**
- ❖ **Environmentally-Sustainable Development**
- ❖ Exports & Foreign Direct Investment

- Reflects the priorities of the current administration
- Serves as an initial evaluation requirement
- Don't Overthink It
- Connect the project well to 1, not subpar to many

# Public Works & Economic Adjustment Assistance Programs

## Key Things to Know

1

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Project area must  
meet a distress  
threshold

2

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Grant rate  
determined by  
level of distress

3

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Must align with  
regional CEDS

4

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Improvements  
must be publically  
owned and  
operated

5

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Must result in job  
creation/retention  
and/or private  
investment

## Who Is Eligible?

- ✓ State and Local Governments
- ✓ Special Purpose Units of State or Local Governments (e.g. Port or Transportation Authority, Water District)
- ✓ Economic Development Districts
- ✓ Native American Tribal Governments
- ✓ Eligible Nonprofit Organizations - Eligible 501c3 or 501c6 (*must provide incorporation/bylaws, certificate of good standing and a letter from local government in support of the project*)
- ✓ Institutions of Higher Education

## Eligibility of Project Area

**Unemployment OR Per Capita Income OR Special Need**

### Thresholds

Unemployment – at least 1% and greater than national average

Per Capita (Money) Income - 80% or less than national average

### **StatsAmerica.org “Measuring Distress” for Unemployment and PCI Data**

- Determined by project location or impact area.
- Based on county data or multiple counties if regional impact.
- If multiple only one county must meet distress threshold.
- Census tract data ONLY if targeted impact!

# Grant Rates

Projects must be located in regions that meet these specific requirements:	Maximum Allowable Investment (Matching) Rates:	
The 24 month unemployment rate is at least 225% of the national average	80%	<b>Max Rate (*with exceptions)</b>
The per capita income is not more than 50% of the national average	80%	
The 24 month unemployment rate is at least 200% of the national average	70%	
The per capita income is not more than 60% of the national average	70%	
The 24 month unemployment rate is at least 175% of the national average	60%	
The per capita income is not more than 65% of the national average	60%	
The 24 month unemployment rate is at least 1 percentage point greater than the national average	50%	<b>Starting Rate</b>
The per capita income is not more than 80% of the national average	50%	

<http://www.statsamerica.org/>



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# COUNTY Eligibility – Unemployment or PCI – New Mexico

## Economic Distress Criteria

24-month Avg. BLS Unemployment Rate ending **March 2024**  
**2022** Per Capita Personal Income (BEA PCPI)  
**2022** Per Capita Money Income (ACS 5-year PCMI)

	24 Month Unemployment	Threshold Calculation	BEA PCPI	Threshold Calculation	ACS 5-Year PCMI	Threshold Calculation							
Selected Region	3.74	0.10	\$52,194	79.7	\$32,667	79.2	Lea County, NM	3.64	0.00	\$52,825	80.7	\$29,635	71.8
U.S.	3.64	0.00	\$65,470	100.0	\$41,261	100.0	Lincoln County, NM	3.34	-0.30	\$50,253	76.8	\$31,332	75.9
Bernalillo County, NM	3.40	-0.24	\$55,543	84.8	\$36,996	89.7	Los Alamos County, NM	1.90	-1.74	\$86,598	132.3	\$71,527	173.4
Catron County, NM	4.65	1.01	\$39,459	60.3	\$26,678	64.7	Luna County, NM	9.97	6.33	\$37,413	57.2	\$20,799	50.4
Chaves County, NM	3.85	0.21	\$47,792	73.0	\$26,568	64.4	McKinley County, NM	5.21	1.57	\$34,910	53.3	\$19,188	46.5
Cibola County, NM	5.13	1.49	\$34,184	52.2	\$22,394	54.3	Mora County, NM	5.17	1.53	\$51,788	79.1	\$28,356	68.7
Colfax County, NM	3.47	-0.17	\$50,285	76.8	\$28,275	68.5	Otero County, NM	3.97	0.33	\$41,853	63.9	\$26,319	63.8
Curry County, NM	2.93	-0.71	\$53,676	82.0	\$28,045	68.0	Quay County, NM	4.06	0.42	\$47,211	72.1	\$25,348	61.4
DeBaca County, NM	3.15	-0.49	\$56,051	85.6	\$27,710	67.2	Rio Arriba County, NM	3.64	0.00	\$43,400	66.3	\$27,878	67.6
Dona Ana County, NM	4.27	0.63	\$45,361	69.3	\$26,900	65.2	Roosevelt County, NM	3.61	-0.03	\$49,631	75.8	\$24,954	60.5
Eddy County, NM	2.77	-0.87	\$67,457	103.0	\$36,274	87.9	Sandoval County, NM	3.59	-0.05	\$53,144	81.2	\$36,603	88.7
Grant County, NM	3.56	-0.08	\$51,917	79.3	\$29,123	70.6	San Juan County, NM	4.21	0.57	\$43,489	66.4	\$25,008	60.6
Guadalupe County, NM	4.41	0.77	\$42,757	65.3	\$27,526	66.7	San Miguel County, NM	4.63	0.99	\$45,444	69.4	\$26,314	63.8
Harding County, NM	3.28	-0.36	\$46,185	70.5	\$68,690	166.5	Santa Fe County, NM	3.31	-0.33	\$74,751	114.2	\$45,402	110.0
Hidalgo County, NM	3.28	-0.36	\$53,110	81.1	\$25,476	61.7	Sierra County, NM	5.86	2.22	\$48,636	74.3	\$26,396	64.0
							Socorro County, NM	4.15	0.51	\$43,237	66.0	\$21,792	52.8
							Taos County, NM	4.43	0.79	\$46,783	71.5	\$36,361	88.1
							Torrance County, NM	5.03	1.39	\$43,215	66.0	\$24,657	59.8
							Union County, NM	2.91	-0.73	\$43,268	66.1	\$20,779	50.4
							Valencia County, NM	4.03	0.39	\$43,977	67.2	\$28,817	69.8

## Eligibility - Special Need

### Special Need

Categories located in NOFO: [eda.gov/funding/funding-opportunities](http://eda.gov/funding/funding-opportunities)

- Includes documented job loss, disaster impacted communities, Opportunity Zones
- Document job loss (news articles, state Workers Adjustment and Retraining Notification (WARN) notices, other)
- Include Opportunity Zone map, if applicable

### Do I need a co-applicant?

- For construction projects:
  - ✓ Ownership, Operations, and Maintenance of assets improved by an EDA investment
  
- For Non-construction projects:
  - ✓ Is there critical and necessary involvement by more than one organization?



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## Types of Match

- Cash
- State Funds (CDBG, DFA Federal Matching Grant)
- Private Sector Cash
- Building/Land
- Financial Institution Line of Credit
- Force Account
- NO matching with other federal funds



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## Best Practices for a Complete EDA Application

- SAM registration with legal name – current and not expired
- DUNS number that matches the SF-424
- Clear EDA project and a specific scope of work\*
- Document anticipated impacts
  - ED 900 GA
  - ED-900B form that state Jobs and Private Investment\*\*
- Letters of Support
  - *State the need for the project, expected jobs created/retained as well as private investment from beneficiaries.*
- Consistent project description and budget amounts throughout application materials
- Local Match
  - Include source, nature, amount, and availability; describe any conditions or restrictions on the use of the funds; and detailed explanation of in-kind contributions. (Bonds require counsel opinion)
  - Do not submit “up to” language e.g. *City of Anytown will provide “up to” \$500,000 for the local match.*
  - *Ready, Available, Unencumbered*

## Best Practices for a Complete EDA Application

### Non-Construction Applications:

- Non-profit organizations must submit Articles of incorporation, by-laws, and certificate of good standing with the state
- Detailed budget narrative
- Indirect Cost Rate Agreement approved by Federal cognizant agency, otherwise 10% de minimis rate
- Staffing plan:
  - Name, position, date hired or started work on project
  - Annual salary, % of Time attributed to EDA Project, and salary charged to EDA Project

## Special Considerations

### Security Requirements

- Above ground facilities (other than public owned infrastructure) for useful life
- Mortgage, Covenant, UCC-1, Security Agreement, other

### Broadband

- Economic impact projected
- Security may be required for broadband equipment

### Business Incubators

- Feasibility Study
- Program details critical (checklist in NOFO)
- Documented experience of applicant or program operator

# EDA's Project Review & Application Processing

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J.S. ECONOMIC DEVELOPMENT ADMINISTRATION

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## Contact Information

# Thank You!

## EDA New Mexico and West Texas Contact

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