PUEBLO OF ACOMA, NEW MEXICO

REQUEST FOR

ECONOMIC DEVELOPMENT INCENTIVES

PO Box 309, Pueblo of Acoma, NM 87034

Questions may be directed to the Acoma Business Board, Tribal Economic Developer, via:

John “Chris”. Ahmie
Phone: 505-552-5694 - Office;
     505-552-7912 – Office Fax
     505-240-2552 - Cell
Email: cahmie@skycity.com
ECONOMIC DEVELOPMENT INCENTIVE OPPORTUNITIES

The Pueblo of Acoma has resources available to assist businesses wishing to relocate or expand on the Pueblo of Acoma. The Pueblo has adopted a local economic development act (LEDA) ordinance, which allows us to engage in economic development activities to comply with the State of New Mexico’s anti-donation clause. The Pueblo works through the Acoma Business Board, to qualify applicants and to negotiate agreements that allow businesses to take advantage of these resources.

INCENTIVE OPPORTUNITIES INCLUDE:

- Lease of Pueblo-owned properties
- Industrial parks
- Property tax abatements
- Access to loan funds and State tax credits
- Industrial revenue bonds
- Job training funds
- Infrastructure improvement
- Customized incentives including LEDA

are you eligible?

Any existing or proposed corporation, limited liability company, partnership, joint venture, syndicate, association or other person is eligible provided that it meets one or more of the following criteria:

A. an industry for the manufacturing, processing, or assembling of any agricultural or manufactured products;

B. a commercial enterprise for storing, warehousing, distributing, or selling products of agriculture, mining, industry or renewable energy projects, but, other than provided in Paragraph (D) of this subsection.

C. a business in which all or part of the activities of the business involves the supplying of services to the general public or to governmental agencies or to a specific industry or customer, but, other than provided in Paragraph (D) of this subsection, not including businesses primarily engaged in the sale of goods or commodities at retail;

D. a telecommunications sales enterprise that makes the majority of its sales to persons outside of New Mexico.

what’s the application process?

Our authority for awarding economic development incentives is endorsed by the Pueblo of Acoma’s Tribal Council via Resolution No TC-SEPT-16-10-VIb. The basic steps in the process are as follows:

1. Acoma Business Board will meet with you to determine whether or not you are eligible for Incentives offered through the Pueblo. We will then discuss your specific needs and see how the Pueblo and/or Acoma Business Board can best assist you. Together, we will come up with a preliminary plan of action.

2. You submit a formal application for incentives by providing the information requested in this packet to the Acoma Business Board Office. The Acoma Business Board will review the information you supply in order to qualify you as a viable business partner, and to determine the
economic benefits of your business to the community. All of the information requested is required before any economic development incentives can be provided.

3. Once your application is complete, the Acoma Business Board will negotiate with you regarding the specific incentives to be provided. The amount and type of incentives offered will correlate directly to the positive economic impact that your project will have on the community.

4. The Acoma Business Board will draw up a formal Project Participation Agreement, outlining the exact responsibilities of each party, and forward it to the Acoma Tribal Council for final approval.
REQUEST FOR ECONOMIC DEVELOPMENT INCENTIVES
Pueblo of Acoma, New Mexico

Who Are You?

| Legal Name |          |
| Trade Name |          |
| Address    |          |
| City, State, ZIP |          |
| Phone #    |          |
| FAX #      |          |
| Primary Contact |          |
| Federal Tax ID # |          |
| NM State Tax and Rev. # |          |
| City Business License # |          |

This business is organized as a:

__ C- Corporation       __ S-Corporation       __ LLC       __ Partnership       __ Proprietorship

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<tr>
<th>Principal(s)</th>
<th>Title(s)</th>
<th>Address(es)</th>
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Please attach copies of:

- Incorporation Papers
- By-Laws
- Resumes of all principals (owners, directors or officers)

What do You Propose to do?

Please provide a brief summary of the project you are undertaking, including description, purpose, timeframe, and total costs. Attach any relevant information or documentation.

What do you Want from the Pueblo of Acoma?

What specific incentives are you asking the County to provide (e.g., parcel of land, building lease, waiver of fees, industrial revenue bonds)?

What is Your Financial History?

__ Yes __ No  Has the business or any of its officers ever been involved in a bankruptcy?
__ Yes __ No  Has the business or any of its officers ever defaulted on any loans or other financial obligations?
__ Yes __ No  Does the business or any of its officers have any loans or other financial obligations on which payments are not current?
If you answered yes to any of the above questions, please attach a brief explanation.

Please attach copies of:
- ☐ Financial statements for the past three years (income statements and balance sheets)
- ☐ Projected income and cash flow statements for at least three years
- ☐ Completed credit check authorization

How Will You Fund Your Project?

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<th>Funding Type</th>
<th>Source</th>
<th>Amount</th>
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TOTAL

Please attach evidence of funding sources such as letters of commitment or intent to fund.

What is Your Plan for this project?

Please attach your business plan for the entity and/or the proposed project, to include:
- Executive summary
- Business description and history
- Product or service description
- Market analysis and strategy
- Summary of competition
- Operations plan
- Organizational chart
- Description of previously completed projects
- Resumes of key staff involved with this project

Local Economic Development Act Ordinance Jan-7-2008 requirements for public funding – Section 8.2, which mandates that all applicants provide detailed information regarding the following:

- **Cost- Benefit Analysis.** All applicants for economic development projects requesting economic assistance from the Pueblo/County/State shall submit a cost benefit analysis. Preparing a cost benefit analysis shall be the responsibility of the applicant.
- **Water / Wastewater Plan.** A water usage plan that identifies:
  - The anticipated and estimated water usage for all production practices;
  - The water source for these premises;
  - The return or wastewater plan for what will happen after water is used, and
  - A list of the planned water conservation measures;
- **Facility Development Plan.** If a facility is being constructed or renovated, a facility development plan with proper specification that identifies:
  - The anticipated and estimated energy uses for all production measures;
  - The energy sources for these practices;
  - A list of the planned energy conservation measures or green building design features;
  - A list of the planned renewable energy sources and uses, and;
  - Identify if you are or plan to participate in the Leadership in Energy and Environmental Design (LEED) certification process.
# How Will Your Project Affect the Local Economy?

How many and what type of jobs will this project **create**?

<table>
<thead>
<tr>
<th>Job Title or Type</th>
<th>Estimated Pay Scale</th>
<th>Number of Jobs Created</th>
<th>At Start-Up</th>
<th>Beginning of Year 2</th>
<th>Beginning of Year 3</th>
<th>L/O</th>
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Total Number of Jobs Created

Total Estimated Payroll

Please indicate in the above chart which jobs will you:
- Fill locally (L).
- Fill by transfer from other facilities or recruit from outside the McKinley County area (O).

How many and what type of jobs will this project **retain or impact**?

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<thead>
<tr>
<th>Job Title or Type</th>
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<th>Number of Jobs Created</th>
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Total Number of Jobs Created

Total Estimated Payroll

What is the anticipated impact of this project on the local tax base?

What is the anticipated impact of this project on local school system?
REQUEST FOR ECONOMIC DEVELOPMENT INCENTIVES
AUTHORIZATION for CREDIT CHECK

As part of our due diligence in processing your request for economic development incentives, the Pueblo of Acoma may elect to obtain credit reports in relation to you and your business and research your Dun and Bradstreet number.

I hereby authorize the Acoma Business Board to obtain such personal or business credit reports.

_____________________________________  ______________________________
Applicant Name      Social Security #

___________________________________  _____________________________
Business Name      Federal Tax ID #

Dun & Bradstreet (DUNS #) _______________

______________________________________  _________________
Signature of Applicant      Date
REQUEST FOR ECONOMIC DEVELOPMENT INCENTIVES
Administrative Handling Record

Date received: __________________________ Date reviewed: __________________________
Reviewed by: __________________________

<table>
<thead>
<tr>
<th>Review Item</th>
<th>Yes</th>
<th>No</th>
<th>Incomplete</th>
<th>N/A</th>
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<tr>
<td>Incorporation papers</td>
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<td>Bylaws</td>
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<tr>
<td>Resumes of principals</td>
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<td>Financial statements (3 yrs)</td>
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<td>Pro-forma statements (3 yrs)</td>
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<td>Evidence of funding</td>
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<td>Business plan</td>
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Date presented to Smart Growth Commission __________________________

Commission Recommendation:

Date presented to the Board of County Commissioners: __________________________

Action by the Board: