

INTRODUCTION TO GOVERNMENT CONTRACTING

2/24/21

The Economic Development Department's Mission is to improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive.

EDD Overview



The mission of the New Mexico Economic Development Department is to *Improve the lives of New Mexico families by increasing economic opportunities and providing a place for businesses to thrive.*

Cabinet Secretary Alicia J. Keyes, Deputy Cabinet Secretary Jon Clark

Divisions include:

- Economic Development
- [Film](#)
- [Outdoor Rec](#)
- NM Border Authority
- Office of Military Base Planning
- Spaceport Authority
- [MainStreet](#)

Collateral Assistance Program



- EDD can pledge cash to cover a collateral shortfall of a loan in order to enable financing that otherwise might not be available to a small business.
 - Special preference is placed on business owners who are women, US Veterans, ethnic minorities or part of other socially disadvantaged groups.
 - Special focus is on (but not limited to) projects in industries related to: intelligent manufacturing, sustainable & green industries, value added agriculture, tourism & outdoor, digital film & media located in rural areas.
- EDD can support projects up to \$250,000 or up to 50% of principal.

<https://gonm.biz/business-development/edd-programs-for-business/finance-development/nm-credit-enhancement-program/>



Financial Programs

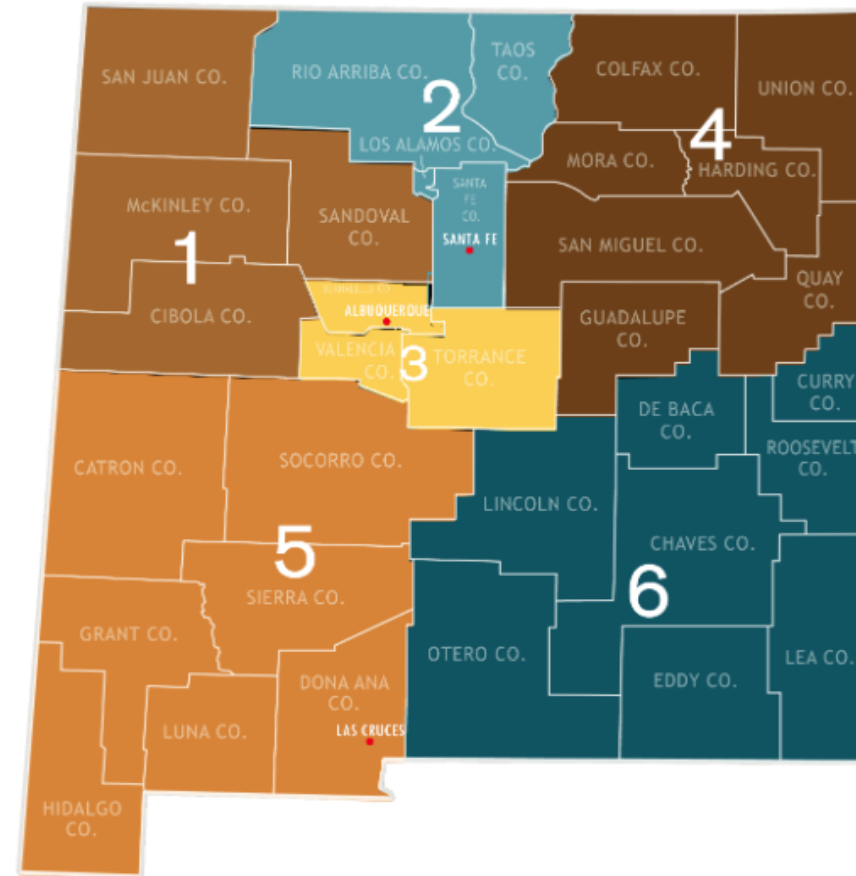


- [Job Training Incentive Program](#)
- [Local Economic Development Act](#)
- [Opportunity Zones](#)
- [Business Finance Finder](#)
- [Rural Efficient Business Program](#)
- [FUNDIT](#)
- [Film Division](#)
- [Outdoor Rec](#)
- [Office of Science and Technology](#)
- [Office of International Trade](#)
- [New Mexico Main Street](#)
- [NM Border Authority](#)
- [Spaceport America](#)
- [*COVID-19 Response*](#)

EDD Regional Reps

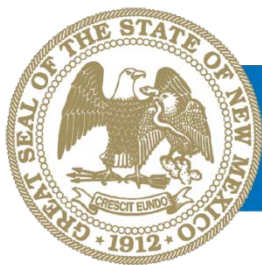
NMEDD Find your Regional Rep:

<https://gonm.biz/community-development/#regionalRep>



Community, Business & Rural Development Regions

- Region 1: Lorraine Ruggles
Bernalillo Office
(505) 490-7662
LorraineL.Ruggles@state.nm.us
- Region 2: Peter Mitchell
Santa Fe Office
(505) 827-2199
(505) 570-7796
Peter.Mitchell@state.nm.us
- Region 3: Max Gruner
Albuquerque Office: (505) 412.5036
Max.Gruner@state.nm.us
- Region 4: Tim Hagaman
Mora Office & Tribal Liaison
(505) 862-2322
Tim.Hagaman@state.nm.us
- Region 5: Louise Marquez
Las Cruces Office
(575) 430-1232
Louise.Marquez2@state.nm.us
- Region 6: Susie Russell
Roswell Office
(575) 626-6653
SusanL.Russell@state.nm.us



EDD ECONOMIC
DEVELOPMENT
DEPARTMENT



Stay Tuned

Intro to Contracting with the State of NM, 3/17 @ 11:00, Register:

<https://attendee.gotowebinar.com/register/4713025119818173710>

Using ORR's Rural Development Toolkit in NM, 3/5 @ 10:00, Register:

<https://attendee.gotowebinar.com/register/6304774909052799248>

- Sign Up for EDD News and Updates: <https://gonm.biz/newsletter>
- NMEDD Website: <http://gonm.biz/>
- NMEDD YouTube Channel:
https://www.youtube.com/channel/UCEVKIfuuLNI4R0VH6GsxZRQ?view_as=subscriber

STATE PURCHASING DIVISION



NEW MEXICO

GENERAL SERVICES DEPARTMENT

MARK HAYDEN

Director, CPO, State Purchasing Agent

BUY NEW MEXICO INITIATIVE

General Services Department's SB53 legislation is part of our Buy New Mexico campaign, an initiative to drive more state and local government contracting dollars to New Mexico businesses, specifically: veteran, Hispanic, minority, women, tribal and African-American/Black-owned businesses.

A disproportionate number of minority and women-owned business have collapsed nationwide because of the COVID pandemic. Our bill will keep more New Mexico taxpayer dollars in New Mexico, helping homegrown businesses recover, grow and create jobs for New Mexicans. We ask each of your businesses to send me your contact information if you support this important legislation. MARK.HAYDEN@STATE.NM.US 505-827-0472



SB53 Legislation

- ▶ Creates an advantage for resident tribal-owned small businesses resident women and minority-owned small businesses when bidding on government contracts. Only resident small businesses and resident veteran-owned small businesses currently have bidding advantages and Tribal businesses have not previously benefited from this preference.
- ▶ Extend the bidding advantage for resident veteran businesses. That advantage is now set to expire in 2022.
- ▶ Authorizes a purchasing office in state or local government to restrict contract awards exclusively to all NM businesses.
- ▶ Authorizes a purchasing office in state or local government to restrict contract awards exclusively to NM Small businesses
- ▶ Provides for tracking and annual reporting of minority owned business awards and spend from the state.



YOUR OPPORTUNITY TO PARTICIPATE

- The State of New Mexico spends approximately \$6 Billion each year on goods and services.
- Each year, the General Services Department's State Purchasing Division awards hundreds of statewide price agreements to businesses participating in a competitive procurement process.
- These agreements are used by all agencies and local public bodies throughout the state to buy common items and services.
- We encourage all New Mexico businesses to register with State Purchasing for an opportunity to participate in solicitations.
- Your registered business will receive direct notices of state solicitations following completion of your registration.



STATE PURCHASING

REGISTRATION INFORMATION

State Purchasing Website under “Resources”
then scroll down to “Vendors”

[HTTPS://WWW.GENERALSERVICES.STATE.NM.US/STATEPURCHASING/RESOURCESANDINFORMATION.ASPX#!/#VENDORS](https://www.generalservices.state.nm.us/statepurchasing/resourcesandinformation.aspx#!/#vendors)

Vendors

NIGP Commodity Codes

Supplier On-line Registration Link

Supplier On-line Registration Guidelines

Vendor Preference Application

New Mexico Substitute W-9 - and Other DFA Documents

Quarterly Gross Sales Report

Information for Suppliers



State of New Mexico

General Service Department
State Purchasing Division

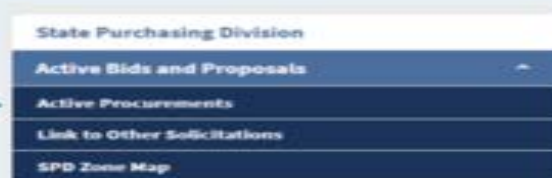
Would you like to do business with the State of New Mexico?

If so...

Register as a supplier through State Purchasing Division's eProNM.

- It's **FREE!**
- Once registered, you will be notified via e-mail of all applicable solicitations
- If the solicitation allows electronic submission, you can upload your bids or proposals electronically

PLEASE NOTE: Registration through eProNM is optional. You do **NOT** have to be registered in order to view our active solicitations. Whether you are registered in our system or not, you can always go to the State Purchasing website (search [GSD SPD](#)) to view all of our Active Procurements. You **DO** need to register to submit a bid or a proposal.



Important!

Being registered in the eProNM system is not a guarantee of award.

How do I register in the eProNM system?

Go to the State Purchasing website.

On the left menu, click on "Resources and Information."

In the drop-down box click on "Vendor"

Download the "NIGP Commodity Codes" spreadsheet. There are almost 10,000 codes, but you're going to do a search to narrow down your options. (See search instructions below)

Download the "Supplier On-line Registration Guide." These are the instructions on how to register.

Search the commodity code spreadsheet (hold down the Ctrl key on a computer keyboard, then press the "F" key, then release the keys), and write down the codes you choose. Use key words that apply to your business. Be liberal in choosing commodity codes. You can always go back in and change them.

To register, use the "Supplier On-line Registration Link" and follow the instructions in the "Supplier On-line Registration Guide."

If you're having difficulty with registration, please see the **eProNM Help** section on the Contact Information page in this pamphlet.

State Purchasing Website



Vendors

NIGP Commodity Codes
Supplier Online Registration Link
Supplier Online Registration Guide
Vendor Preference Application
New Mexico Substitute W-9 - and Other DFA Documents
Quarterly Gross Sales Report

State of NM, General Service Department

State Purchasing Division
Joseph Montoya Building
1100 S. St. Francis Dr., Room 2016
Santa Fe, NM 87505

Phone: (505) 827-0472
Fax: (505) 827-2484
E-mail: GSD.SPInfo@state.nm.us

Caption describing picture or graphic

Contact Information

SPD Office: (505) 827-0472

SPD General E-mail:
GSD.SPInfo@state.nm.us

SPD website: <https://www.genservices.state.nm.us/statepurchasing/>

OR Search: GSD SPD

eProNM Help:
E-mail:
GSD.SPDeProcurement@state.nm.us

Phone:
Updating contact info and/or password
ONLY
(800) 233-1121

Setting-up/managing an existing
profile, or uploading bids/proposals
(505) 827-0467

Do you have a NM Resident Business/Contractor Preference, or A NM Resident Veteran Business/ Contractor Preference?

The purpose of the NM Resident Preference is to "give a preference to those persons and companies who contribute to the economy of the State of NM" (1969 Op. Att'y Gen. No 69-42) by providing qualifying businesses a 5% preference (for a NM Resident Business or Contractor) or a 10% preference (for a NM Resident Veteran Business or Contractor).

You must apply through the NM Taxation and Revenue Department.

When you receive your Preference Certificate, you MUST submit a copy of the certificate along with your bid or proposal, in order for it to be applied to pertinent ITBs or RFPs. Be aware that there are instances where the NM Resident Preferences may not apply.

When applied, the NM Resident Preferences are used for award purposes only.

PLEASE NOTE: The State Purchasing Division does NOT have a list of PREFERRED VENDORS.

A NM RESIDENT PREFERENCE is not a price agreement or a contract of any kind; it does NOT create a PREFERRED VENDOR. A NM RESIDENT PREFERENCE is applied ONLY during the evaluation period in competitive procurements, and may be used ONLY for award purposes.





CONTACT INFORMATION



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505-827-0472 FRANCINE.WAGNER@STATE.NM.US

SUSAN INMAN, STATE PURCHASING TRAINER

505-827-0294 SUSAN.INMAN@STATE.NM.US