



Agenda

Regular Meeting of the Finance Committee

May 5, 2025 at 10:00 AM
Council Chambers, City Hall
200 Lincoln Avenue

Procedures for Finance Committee Meeting

1. Call to Order
2. Roll Call
3. Approval of Agenda
4. Chair Opening Remarks
5. Department Reviews
 - a. Affordable Housing
 - b. Economic Development
 - c. Airport
6. Matters from the Chair
7. Next Meeting:
8. Adjourn

Persons with disabilities in need of accommodations, contact the City Clerk's office at 955-6521, five (5) working days prior to meeting date.



CITY OF SANTA FE
AFFORDABLE HOUSING

City of Santa Fe FY26 Budget Reviews

Johanna Nelson, Interim Director

OAH's Mission

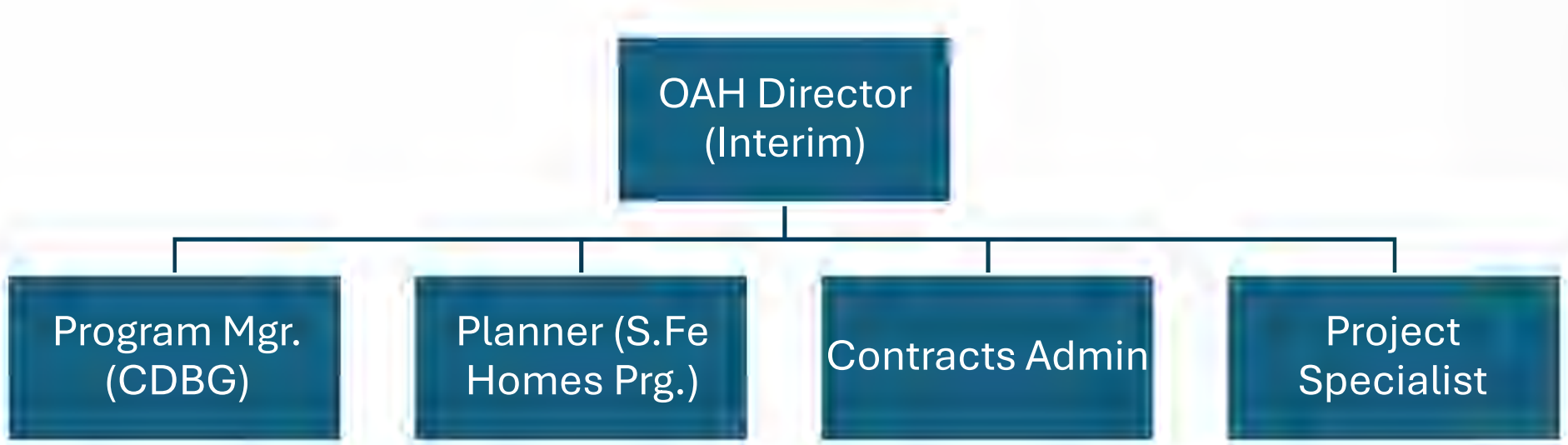
Work proactively with the public, nonprofit, and private sectors to increase affordable housing opportunities for Santa Fe's low- and moderate-income residents, addressing the needs of all residents, from the homeless to the homeowner.

3 Priorities

1. Growing supply
2. Anti-displacement
3. Serve populations at high risk of homelessness



Organizational Chart



FY 25 Major Accomplishments

Managed & Deployed Housing Funds to:

1. Grow Affordable Housing Supply

2. Preserve Existing Homes

Rehabilitated aging units to prevent displacement.

3. Expand Access & Assistance

Delivered rental help, down payment support, and homebuyer education.

4. Support Vulnerable Residents

Funded housing for seniors, and those facing housing insecurity.

5. Advanced Partnerships

FY26 Goals

1. **Hire a Housing Planner** to manage the **Santa Fe Homes Program**, ensuring effective coordination and execution of housing initiatives.
2. **Establish dedicated leadership** for the Office of Affordable Housing to strengthen oversight and strategic direction.
3. **Enhance organizational efficiency** within the division to streamline operations and improve the management of housing programs.
4. **Improve management of housing funds**, ensuring more effective deployment and maximizing the impact of resources.
5. **Increase communication and community engagement**, improving access to housing resources and ensuring transparency.
6. **Increase efficiency in deploying capital**, speeding up the funding process for affordable housing projects.
7. **Expand partnerships** with developers, nonprofits, and public agencies to advance affordable housing solutions.
8. **Advance policy and zoning changes** to facilitate the creation of more affordable housing units.
9. **Support housing for vulnerable populations**, including workforce housing and homelessness prevention programs.
10. **Align housing strategies with economic development** to create an inclusive and livable city for all residents.



Thank you!

Sign-up for our newsletters:
[Santa Fe Office of Economic
Development](#)



CITY OF SANTA FE
AFFORDABLE HOUSING



CITY OF SANTA FE
ECONOMIC DEVELOPMENT

City of Santa Fe FY26 Budget Reviews

Johanna Nelson, Director

OED's Mission

The City of Santa Fe's Office of Economic Development works to cultivate a vibrant business community and to build a diverse, innovative economy that provides equitable opportunity and prosperity for the community.

8 Priorities

1. Business Development
2. Economic Mobility
3. Workforce Development
4. *Organizational Development*
5. *Strategic Planning*
6. *Wi-Fi and Broadband Access*
7. *Strategic Asset Development*
8. Ecosystem Development and Support

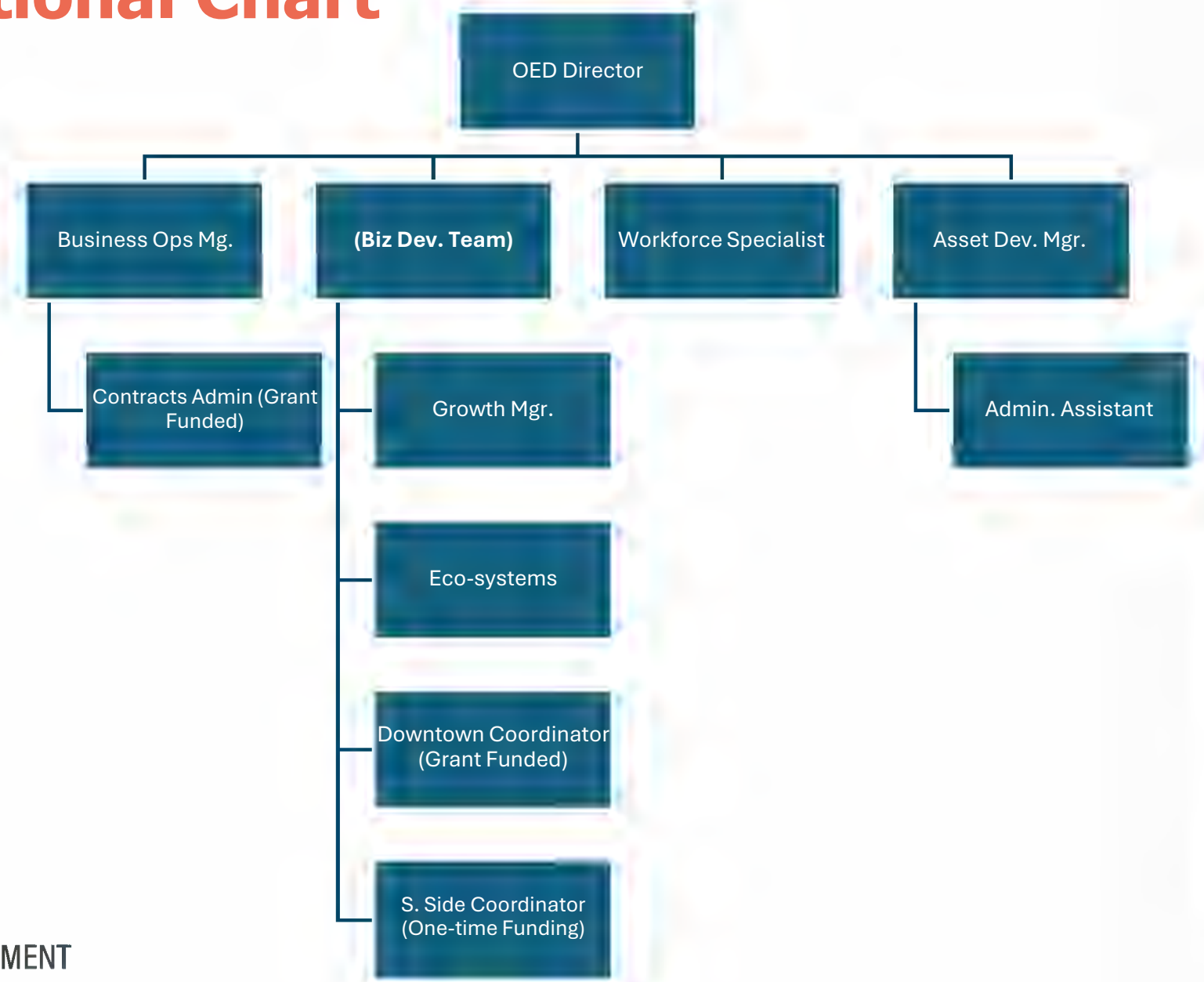


Vision

We believe economic mobility is the foundation of a thriving Santa Fe. Our vision is a connected and inclusive economy where barriers are removed, talent is uplifted, and every resident has the tools, access, and opportunity to build a better life—contributing to a vibrant, resilient community known for being a supportive and creative place to start and grow a business.



Organizational Chart



Common Barriers Facing Business Community

1. **Limited Awareness & Navigation of Resources** – Businesses struggle to find and access support services and incentives, especially in language other than English.
2. **Access to Capital** – Startups and small businesses face barriers to financing growth and operations.
3. **Workforce Shortages & Housing** – A lack of trained workers and affordable housing impacts recruitment and retention.
4. **High Cost of Commercial Space** – Rising rents and limited availability restrict business expansion.
5. **Permitting & Licensing Processes**
6. **Coordination Among Stakeholders** – Fragmented communication limits the effectiveness of ecosystem support.
7. **Retail Saturation & Market Constraints** – Overcrowding in certain sectors limits new business viability.
8. **Lack of Scale-Up Support** – Businesses face challenges transitioning from early-stage to growth-stage operations.

FY 25 Major Accomplishments

1. **Strategic Planning & Investment** – Launched the Economic Development Strategic Plan and deployed over **\$3M in ARPA funds** to support workforce development, WiFi access, and small business recovery.
2. **Business Support & Expansion** – Built a Business Retention & Expansion (BRE) framework, conducted outreach with 100+ businesses, and implemented **Sourcelink** for impact tracking.
3. **Access to Capital** – Designed and launched **Small Business Finance Fairs**, directly connecting entrepreneurs to funding opportunities.
4. **On-the-Ground Engagement** – Established bi-monthly **Office Hours in Cerrillos and the Southside** and initiated **Quarterly Industry Convenings** in film, outdoor recreation, and bioscience sectors.
5. **Workforce Development** – Hosted **quarterly Workforce Meetups** and invested in training partnerships to meet local employer needs.
6. **Ecosystem & Network Building** – Held over four “**Coffee & Collab**” events and sponsored **60+ bilingual business/community events** to strengthen local collaboration.
7. **Entrepreneur Education**– Rolled out “**Santa Fe Open for Business**” and “**Santa Fe Business 101**” to promote business success and guide new ventures.
8. **Communication & Outreach** – Delivered **48+ newsletters**, launched a **monthly radio show**, and expanded bilingual outreach to ensure businesses stay informed and connected.

FY26 Goals

- 1. Launch & Implement Strategic Plan**
Guide inclusive growth with clear priorities.
- 2. Expand BRE & Business Support**
Rollout the Small Business Navigator Program, track impact via Sourcelink.
- 3. Align Workforce with Industry Needs**
Launch the workforce strategy; continue supporting networking
- 4. Increase Access to Capital**
Host finance fairs; deploy grants and tech assistance.
- 5. Build Industry & Ecosystem Connections**
Convene sectors; host networking events; support 60+ activations.
- 6. Boost Infrastructure & Digital Equity**
Expand WiFi; launch digital tools for small biz.
- 7. Strengthen Outreach & Presence**
Deliver newsletters, radio, and in-district engagement.



Significant Upcoming Projects

1. Small Business Navigator Program (Arrowhead)
 - Go Local
 - Creative Industries
 - Libraries Business Center
 - Entrepreneurial Map
2. SFCC Coordinator for Trades and Certifications
3. Small Business Grants: SPUR, Crime Mitigation
4. UNM Center for Responsible Entrepreneurship
5. Business Development Team Growth:
 1. Tribal Entrepreneur Coordinator
 2. S. Side Coordinator
 3. Downtown
6. RFPs
 - Small Business Incubator





Thank you!

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CITY OF SANTA FE
ECONOMIC DEVELOPMENT

AIRPORT
FY2026

BUDGET PRESENTATION

FY26 Service Summary Airport

Mission:

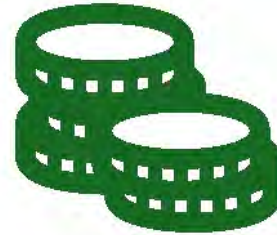
To connect people and communities while honoring the unique heritage and natural beauty of Northern New Mexico and provide for a safe, efficient, and sustainable travel option that enhances the passenger experience and support of local businesses.

Santa Fe Regional Airport

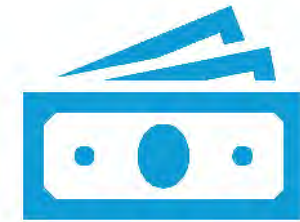
Budget Presentation



Budget Proposal:
FY 2026



Proposed Budget:
\$5,381,897.00



Subtitle:
Highlighting a \$723,555.00

Executive Summary



Our budget for the upcoming fiscal year reflects a **total increase of \$723,555.**



The increase comes from increased revenues.



This increase will help address staffing needs and facility improvements.



The proposed budget ensures continued success and strategic growth.

Previous Year Budget Overview

FY 2025 Budget Snapshot

- Total Expenditure (Original): \$4,658,342.00
- Total Revenue (Original): \$17,286,134.00
- Total Grant Funding: \$11,217,092.00
- Key Expense Categories:
 - Salaries & Benefits: \$2,657,974.00
 - Operations: \$1,814,734.00



Proposed Budget Overview

- **FY 2026 Proposed Budget**
- Total Proposed Budget Expenditure: \$5,381,897.00
- Total Proposed Budget Revenues: \$5,381,897.00
- Key Changes:
 - Implementation of aircraft landing fees
 - Anticipated Revenue: \$1,332,630.00
 - Increase in passenger parking fees
 - Anticipated Revenue: \$700,000.00
 - Increase in fuel flowage fees
 - Anticipated Revenue: \$470,000.00
 - Increase in car rental receipts
 - Anticipated Revenue: \$1,000,000.00
- **Note: These numbers are very conservative.**





Expected Impact

- Improved facility and safety
- Increased revenue or capacity
- Better staff morale and retention
- Enhanced community/customer satisfaction

Conclusion & Next Steps

- The Airport has seen extreme growth through planning, partnerships, and marketing.
- Approval will ensure the Airport continues to be sustainable, safe, and an economic engine for the region.

