



# AGENDA

## City Commission Work Session Meeting

12:00 PM - Tuesday, June 23, 2026

City Commission Chambers

City Hall, 215 E. Center, Tucumcari, NM 88401

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1. **ROLL CALL**
2. **DISCUSSION ITEMS**
  - A. Discussion regarding FY27 Budget
  - B. Presentation by Isabelle Arnold from Rural Labor & Economic Development Corporation  
[Presentation by Isabelle Arnold from Rural Labor & Economic Development Corporation - Pdf](#)



# City Commission Work Session

## AGENDA ITEM FORM

**Meeting:** City Commission Work Session - 23 Jun 2026

**Presenter:** Executive

**Staff Contact:** Renee Hayoz, City Manager

cityclerk@cityoftucumcari.com

**Form Purpose:** Discussion Item

**Number of Originals  
Needed, including  
City Hall:**

**Form Type:**

### TITLE:

Presentation by Isabelle Arnold from Rural Labor & Economic Development Corporation

### BUDGET INFORMATION:

**Budgeted Amount:**

**Available Amount:**

**Expenditure Amount:**

### ATTACHMENTS:

[Tucumcari Presentation](#)

[Tucumcari Letter of Support Draft](#)

[RLEDC MOU Draft--](#)

Reviewed by:

Angelica Gray, City Clerk

Renee Hayoz, City Manager

Status:

Approved  
- 19 Jun  
2026

Approved  
- 19 Jun  
2026



## Rural Labor & Economic Development Corporation

IRS-approved 501(c)(3) • 723 E. Route 66 Blvd., Tucumcari, NM 88401 • (575) 708-0083 • [www.RLEDC.org](http://www.RLEDC.org) EIN 41-3513223

### RLEDC

## A No-Cost Partnership Proposal

Presented to the Mayor & City Council of Tucumcari, New Mexico

The Rural Labor & Economic Development Corporation (RLEDC) is an IRS-approved 501(c)(3) nonprofit serving Tucumcari, Quay County, and Eastern New Mexico. We respectfully propose a partnership to advance workforce development, economic development, grant readiness, and community resilience — **at no cost to the City.**

### What RLEDC Offers

**Up to 120 hours of pro bono professional services each year** — an estimated **\$18,000–\$30,000 value** — with priorities set jointly by the City and RLEDC. Services may include but are not limited to risk management and insurance review, operational process reviews, grant identification and development, workforce and small-business support, media and branding, AI and technology education, disaster preparedness and continuity planning.

### What the City Commits — and Gains

#### The City Commits

- ✓ No funding requested
- ✓ No matching funds
- ✓ No staff resources required
- ✓ No obligation to implement

#### The City Gains

- ✓ Professional expertise at no cost
- ✓ Added grant-pursuit capacity
- ✓ Workforce & economic development support
- ✓ Reduced risk and insurance exposure
- ✓ Potential to attract outside funding

### Why Partner with RLEDC?

- **It costs the City nothing.** No funding, no match, no staff time — just added capacity.
- **It carries no obligation.** The City sets priorities and may accept or decline any recommendation.
- **It attracts outside dollars.** Grant development helps bring federal, state, and foundation funding to Tucumcari.
- **It is built for rural communities.** RLEDC understands Eastern New Mexico — not a one-size-fits-all model.

### Requested Actions

1. **Approve a non-binding Memorandum of Understanding (MOU)** establishing RLEDC as a recognized community partner; and
2. **Provide a Letter of Support** to strengthen joint grant applications that bring outside resources into the community.



## RLEDC Proposed Community Projects (2026–2027)

Illustrative initiatives — selected jointly with the City

These illustrate the kinds of initiatives RLEDC can support; actual projects, scope, and timing would be set jointly with the City based on local priorities.

- **Workforce Training Programs.** Skills training aligned to local employers, keeping talent and families in the community.
- **Insurance Licensing Academy.** A pathway into stable, well-paying insurance and claims careers.
- **Small Business Incubator.** Shared space, mentorship, and resources to help local entrepreneurs launch and grow.
- **Route 66 Centennial Business Initiative.** Marketing and visitor-economy support to turn the 2026 centennial into lasting growth.
- **Tech & AI Literacy Program.** Practical AI and digital-skills education for workers, businesses, and City staff.
- **Grant Development Initiative.** Funding applications for infrastructure, revitalization, and community programs.
- **Disaster Recovery Readiness.** Business continuity and disaster preparedness to protect the local economy.
- **Youth Entrepreneurship Program.** Engaging students early to build the next generation of local leaders.

*All projects fall within RLEDC's pro bono commitment of up to 120 hours annually, at no cost to the City.*

## About the Executive Director

### Isabelle Arnold

*Executive Director, Rural Labor & Economic Development Corporation*

Originally from Florida, Isabelle Arnold came to New Mexico in 2023 to help victims of the Hermit's Peak / Calf Canyon wildfires. Working alongside more than 5,000 New Mexicans, she fell in love with their resiliency and spirit, and in 2024 relocated to a farm in Tucumcari with her husband to make the region her home.

Isabelle brings more than 30 years in the insurance sector as a risk manager and insurance executive, holding an MBA, the Associate in Risk Management (ARM), and Chartered Property Casualty Underwriter (CPCU) designations. She is founder and President of Best Risks LLC, which works with state and federal entities to assess, mitigate, and assist with disasters nationwide, and is a published author of multiple books on risk and business strategies. In October 2025, She founded **RLEDC** to bring this combined expertise — risk management, disaster recovery, business strategy, and nonprofit leadership — to give back to rural communities.

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**LETTER OF SUPPORT (Draft)**

[ City of Tucumcari letterhead ]

\_\_\_\_\_, 20\_\_\_\_

To Whom It May Concern:

On behalf of the City of Tucumcari, New Mexico, I am pleased to offer this letter of support for the **Rural Labor & Economic Development Corporation (RLEDC)**, an IRS-approved 501(c)(3) nonprofit organization serving Tucumcari, Quay County, and Eastern New Mexico.

The City has entered into a Memorandum of Understanding with RLEDC under which RLEDC provides professional services at no cost to the City in support of workforce development, economic development, grant readiness, risk management, and community resilience. We value RLEDC as a community partner and support its efforts to strengthen our region.

We endorse RLEDC’s pursuit of grants and other resources that benefit Tucumcari and the surrounding communities, and we are prepared to collaborate on initiatives of mutual benefit, including workforce training, small business and entrepreneurship support, technology education, disaster preparedness, and economic revitalization.

The City respectfully requests that funders and partners give full and favorable consideration to RLEDC’s applications and proposals. We believe RLEDC’s work will have a meaningful and lasting impact on the people and economy of our community.

Please feel free to contact our office with any questions regarding this letter of support.

Sincerely,

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Signature

Printed Name

Title

City of Tucumcari, New Mexico



**Rural Labor & Economic Development Corporation**

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## **Memorandum of Understanding (draft)**

Between the City of Tucumcari, New Mexico  
and the Rural Labor & Economic Development Corporation

### **DRAFT FOR REVIEW**

This Memorandum of Understanding (“MOU”) is entered into as of \_\_\_\_\_, 20\_\_\_\_, by and between the **City of Tucumcari, New Mexico** (the “City”) and the **Rural Labor & Economic Development Corporation**, an IRS-approved 501(c)(3) nonprofit corporation (“RLEDC”). The City and RLEDC are referred to individually as a “Party” and collectively as the “Parties.”

### **1. Purpose**

The purpose of this MOU is to establish a collaborative, non-binding framework under which RLEDC may provide professional services to the City at no cost, in support of workforce development, economic development, grant readiness, risk management, and community resilience for the benefit of Tucumcari and the surrounding region.

### **2. Recognition as a Community Partner**

The City recognizes RLEDC as a community partner for purposes of collaboration on workforce development, economic development, and related community initiatives. This recognition is non-exclusive and does not limit the City’s ability to work with other organizations.

### **3. Scope of Services**

RLEDC offers to provide up to 120 hours of pro bono professional services annually. Services may include but are not limited to, as jointly agreed by the Parties:

1. Risk management assessments and insurance program review;
2. Operational process reviews and process-improvement recommendations;
3. Grant identification and development assistance;
4. Workforce development, small business, and entrepreneurship support;
5. Artificial intelligence and technology education and readiness assessments; and
6. Disaster preparedness and business continuity planning.

The specific services to be provided, and the allocation of hours, shall be determined in writing jointly by the Parties based on the City’s priorities.

### **4. No Financial Obligation**

This MOU creates no financial obligation for the City. The City is not required to provide funding, matching funds, staff resources, or compensation of any kind to RLEDC. Each Party bears its own costs in connection with this MOU.

### **5. No Obligation to Implement**

Recommendations provided by RLEDC are advisory only. The City retains full discretion to accept, modify, or decline any recommendation, and nothing in this MOU obligates the City to implement any recommendation or take any particular action.

### **6. Non-Binding Nature**

This MOU is a statement of intent to collaborate and is not a contract. It does not create any legally binding obligations, partnership, joint venture, agency, or employment relationship between the Parties, and is not intended to be enforceable at law.

**7. Independent Status**

RLEDC and its personnel are not employees, agents, or representatives of the City. Neither Party has authority to bind the other or to incur obligations on the other’s behalf.

**8. Term, Renewal, and Withdrawal**

This MOU shall take effect on the date first written above and shall continue for a term of one (1) year. It shall renew automatically for successive one-year terms unless either Party provides written notice of non-renewal. Either Party may withdraw from this MOU at any time, with or without cause, upon thirty (30) days’ written notice to the other Party.

**9. Liability and Indemnification**

Because RLEDC’s services are provided at no cost and on an advisory basis, and because this MOU is non-binding, neither Party assumes liability to the other under this MOU. Nothing herein waives any immunity, defense, or protection available to the City under applicable law, including the New Mexico Tort Claims Act.

**10. Entire Understanding**

This MOU reflects the entire understanding of the Parties regarding its subject matter and may be amended only in writing signed by both Parties.

*IN WITNESS WHEREOF, the Parties have executed this Memorandum of Understanding as of the date first written above.*

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Signature

  

Printed Name

  

Authorized Official, City of Tucumcari  
City of Tucumcari, New Mexico

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Date

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Signature

  

Printed Name

  

Authorized Officer  
Rural Labor & Economic Development Corporation

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Date