



December 12, 2023

Legislative Finance Committee

Clay Bailey, Acting Superintendent

OUR PRIORITY IS YOUR PROTECTION



MISSION

Promote public confidence in professional, occupational services, trades and industries by finding innovative solutions for business in the interest of public safety and economic vitality.



NMRLD

NEW MEXICO
REGULATION &
LICENSING DEPARTMENT

What We Do

We regulate more than 500,000 individuals and businesses in 35 industries, professions and trades across the state. Our goal is to assure that New Mexicans receive quality services from qualified individuals and businesses while also ensuring a fair and prompt administrative process.

NMRLD Budget Overview

TOTAL FEES COLLECTED FOR GF FY23: \$36,939,479.00

TOTAL GF REVERSION FOR FY23: \$439,895.00

TOTAL NON-REVERTING FEE REVENUE FOR FY23: \$8,609,838.00

Staffing:
Total positions: 353
Total FTE: 299
Total Vacant: 54

FY24 \$51,462,400.00

- General Fund: \$18,069,500.00
- Other State Funds: \$12,694,100.00
- Federal Funds: \$25,000.00
- Other Revenues: \$15,021,000.00
- Salary Increase: \$5,652,800.00

FY 25 Agency Request: \$59,048,100.00

- General Fund Transfers: \$18,711,500.00
- General Fund Transfers (Expansion Request): \$667,500.00
- Other State Funds: \$13,491,100.00
- Federal Revenues: \$25,000.00
- Other Revenues: \$17,417,600.00
- Fund Balance: \$8,468,500.00

NMRLD Special Requests

- **\$3.5 MILLION - LICENSING PLATFORM TRANSITION (C2 REQUEST):**
 - CID and MHD upgrades: include upgrades and revisions of existing Salesforce license applications and software standardization with other RLD divisions.
 - Securities Division replacement of Bloomsbury Professional Online (BPRO) registration: include the implementation of all Securities Division license types, complaints and compliance modules, license amendments, financial processing, and business intelligence features into Salesforce.
 - Financial Institutions Division licensing and registration for multiple license types: include the implementation of all Financial Institutions Division license types, complaints and compliance modules, license amendments, financial processing, and business intelligence features into Salesforce.
 - Elevator Safety Act licensing, permitting and registration: include the creation of all Elevator Safety Acts requirements online licensing functionality in the RLD standardized Salesforce platform.
- **\$725K – VEHICLES FOR RLD INSPECTORS FOR CANNABIS CONTROL DIVISION AND ELEVATOR SAFETY BUREAU**
- **\$1.5 MILLION – CID PLATFORM ENHANCEMENTS AND DEVELOPMENT OF DIGITAL APPLICATIONS FOR ELEVATOR SAFETY ACT, CRANE OPERATORS, RECYCLED METALS, AND CARNIVAL RIDES.**

NMRLD Special Requests (cont'd)

- \$1.5 MILLION – ENHANCEMENTS AND UPDATES OF SEED TO SALE SOFTWARE PROGRAM FOR CANNABIS CONTROL DIVISION
- RLD BAR AUTHORITY – 10%
- CANNABIS CONTROL DIVISION LANGUAGE REQUEST - THE OTHER STATE FUNDS APPROPRIATION TO THE CANNABIS CONTROL DIVISION OF THE REGULATION AND LICENSING DIVISION FROM CANNABIS LICENSING FEES FOR OPERATIONS.



CID (P599) – Budget Overview

- Total Fees Collected for GF for FY23: **\$4,002,920.00**
- Total GF Reversion for FY23: **\$397,441.00**
- FY24 Budget: **\$12,423,000.00**

FY 25 AGENCY REQUEST: \$13,090,500.00

- General Fund Increase (Expansion Request): \$667,500.00
- Current Employees: 108
- Current Vacancies: 10
- Division Vacancy Rate: 9.3%

FID (P600) – Budget Overview

- Total Fees Collected for GF for FY23: **\$4,373,307.00**
- Total GF Reversion for FY23: **\$0.00**
- FY24 Budget: **\$4,792,200.00**

FY 25 AGENCY REQUEST: \$6,698,400.00

- General Fund Increase: \$0.00
- Total Employees 18
- Current Employees: 12
- Current Vacancies: 4
- Division Vacancy Rate 22.2%





ABCD (P601) – Budget Overview

- Total Fees Collected for GF for FY23 : **\$1,150,272.00**
- Total GF Reversion for FY23: **\$42,453.00**
- FY24 Budget: **\$1,466,500.00**

FY 25 AGENCY REQUEST: \$2,216,500.00

- General Fund Increase: \$0.00
- Total Employees 14
- Current Employees: 13
- Current Vacancies: 1
- Division Vacancy Rate 7.1%



PS (P602) – Budget Overview

- Total Fees Collected for GF for FY23: **\$0.00**
- Total GF Reversion for FY23: **\$0.00**
- FY24 Budget: **\$4,291,300.00**

FY 25 AGENCY REQUEST: \$4,503,000.00

- General Fund Increase: \$192,000
- Total Employees 37
- Current Employees: 25
- Current Vacancies: 12
- Division Vacancy Rate 32.4%



BCD (P616) – Budget Overview

- Total Fees Collected for GF for FY23: **\$0.00**
- Total GF Reversion for FY23: **\$0.00**
- FY24 Budget: **\$17,996,400.00**

FY 25 AGENCY REQUEST: \$20,896,400.00

- General Fund Increase: \$250,000.00
- Total Employees: 92
- Current Employees: 80
- Current Vacancies: 12
- Division Vacancy Rate 13.0%



Securities (P617) – Budget Overview

- Total Fees Collected for GF for FY23: **\$22,813,529.00**
- Total GF Reversion for FY23: **\$0.00**
- FY24 Budget: **\$2,170,400.00**

FY 25 AGENCY REQUEST: \$2,470,400.00

- General Fund Increase: \$0.00
- Total Employees 33
- Current Employees: 30
- Current Vacancies: 3
- Division Vacancy Rate 9.1%



MHD (P619) – Budget Overview

- Total Fees Collected for GF for FY23: **\$220,876.00**
- Total GF Reversion for FY23: **\$0.0**
- FY24 Budget: **\$1,654,600.00**

FY 25 AGENCY REQUEST: \$1,754,600.00

- General Fund Increase: \$100,000.00
- Total Employees 14
- Current Employees: 10
- Current Vacancies: 4
- Division Vacancy Rate 28.0%



CCD (P804) – Budget Overview

- Total Fees Collected for GF for FY23: **\$4,378,575.00**
- Total GF Reversion for FY23: **\$0.00**
- FY24 Budget: **\$6,668,000.00**

FY 25 AGENCY REQUEST: \$7,418,000.00

- General Fund Increase: \$0.00
- Total Employees 37
- Current Employees: 29
- Current Vacancies: 8
- Division Vacancy Rate 21.6%

General Fund Request	FY 24 Operating Budget	FY 25 Expansion Request	FY 25 Agency Base Request	FY 25 Total Request	Dollar Change	Percent Change
42000 Regulation and Licensing	\$ 18,069,500	\$ 667,500	\$ 18,711,500	\$19,645,600	\$ 1,209,500	6.69%
P599 Construction Industries	\$ 12,223,000	\$ 667,500	\$ 12,223,000	\$12,890,500	\$ 667,500	5.46%
P600 Financial Institutions	\$ 93,400	\$ -	\$ 93,400	\$ 93,400	\$ -	0.0%
P601 Alcohol Beverage Control	\$ 1,141,800	\$ -	\$ 1,141,800	\$ 1,141,800	\$ -	0.0%
P602 Program Support	\$ 1,109,400	\$ -	\$ 1,301,400	\$ 1,301,400	\$ 192,000	17.3%
P616 Boards and Commissions	\$ 33,100	\$ -	\$ 283,100	\$ 283,100	\$ 250,000	755.3%
P617 Securities	\$ 143,400	\$ -	\$ 143,400	\$ 143,400	\$ -	0.0%
P619 Manufactured Housing	\$ 224,000	\$ -	\$ 324,000	\$ 324,000	\$ 100,000	44.6%
P804 Cannabis Control	\$ 3,468,000	\$ -	\$ 3,468,000	\$ 3,468,000	\$ -	0.0%

RLD Total Request	FY 24 Operating Budget	FY 25 Expansion Request	FY 25 Agency Base Request	FY 25 Total Request	Dollar Change	Percent Change
42000 Regulation and Licensing	\$ 51,462,400	\$ 667,500	\$ 58,360,600	\$59,048,100	\$ 6,651,600	12.9%
P599 Construction Industries	\$ 12,423,000	\$ 667,500	\$ 12,423,000	\$13,090,500	\$ 67,500	5.37%
P600 Financial Institutions	\$ 4,792,200	\$ -	\$ 6,698,400	\$ 6,698,400	\$ 1,906,200	39.8%
P601 Alcohol Beverage Control	\$ 1,466,500	\$ -	\$ 2,216,500	\$ 2,216,500	\$ 750,000	51.1%
P602 Program Support	\$ 4,291,300	\$ -	\$ 4,503,300	\$ 4,503,300	\$ 212,000	4.9%
P616 Boards and Commissions	\$ 17,996,400	\$ -	\$ 20,896,400	\$20,896,400	\$ 2,900,000	16.1%
P617 Securities	\$ 2,170,400	\$ -	\$ 2,470,400	\$ 2,470,400	\$ 300,000	13.8%
P619 Manufactured Housing	\$ 1,654,600	\$ -	\$ 1,754,600	\$ 1,754,600	\$ 100,000	6.0%
P804 Cannabis Control	\$ 6,668,000	\$ -	\$ 7,418,000	\$ 7,418,000	\$ 750,000	11.2%



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