



City of Las Cruces®

# BUSINESS ASSISTANCE Guide

*Agencies & Information  
Sources To Help Grow  
Your Business*





## Office of the Mayor

KENNETH D. MIYAGISHIMA  
MAYOR

CITY OF LAS CRUCES

Greetings,

March 2016

The City of Las Cruces remains committed to helping businesses — both new and existing. We've seen renewed interest in Las Cruces with manufacturers like Certoplast, Franco Whole Foods and ARCA Space joining our community; Expansions in businesses like F & A Dairy, Sitel, Engineered Metal Systems and Convergys; and over 596 new business registrations last year.

The City has also caught the eye of national media with Las Cruces being named one of the “Best Cities in America for Global Trade 2015” and “Best Cities for STEM Careers”. This is all good news and more appears on the horizon. Projects like the new Downtown Plaza will help the continued revitalization of our historic Downtown and continued commercial interest in our East Mesa, bode well for our continued growth.

Our location at the junction of Interstates 10 and 25, the proximity to the Santa Teresa International Port of Entry and the Union Pacific Intermodal Facility means access to markets throughout North, Central and South America. 1200 STEM graduates a year from New Mexico State University and University of Texas El Paso, contribute to a young, educated and talented workforce. The State and City offer solid financial and tax incentives. All contributing to a positive business environment.

As part of our efforts to assist businesses, we present the Business Assistance Guide. A compilation of business resources provided by the City's Economic Development Office and our partners in economic development for those interested in starting a business as well as a resource for existing businesses interested in obtaining additional information and expertise to further their success. The Business Assistance Guide is published to help connect you with information, opportunities, assistance and resources to help your business grow and thrive.

We hope you find the Business Assistance Guide a useful tool and we want to thank you for all you do for the community!

Sincerely,

Ken D. Miyagishima  
Mayor

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*The Business Assistance Guide (BAG) is drawn from multiple publicly accessible online sources.*

# Federal, State of New Mexico and Las Cruces Elected Officials

## LAS CRUCES, NM MEMBERS OF CONGRESS

### U.S. SENATORS

#### Senator Martin Heinrich

505 S. Main St., Suite 148

Las Cruces, NM 88001

(575) 523-6561

[www.heinrich.senate.gov](http://www.heinrich.senate.gov)

#### Senator Tom Udall

201 N. Church St., Suite 201B

Las Cruces, NM 88001

(575) 526-5475

[www.tomudall.senate.gov](http://www.tomudall.senate.gov)

### U.S. REPRESENTATIVE

#### Steve Pearce, District 2

570 N. Telshor Blvd.

Las Cruces, NM 88011

(855) 473-2723

<http://pearce.house.gov>

## STATE OF NEW MEXICO ELECTED OFFICIALS

#### Governor Susana Martinez

490 Old Santa Fe Trail, Room 400

Santa Fe, NM 87501

(505) 476-2200

[susana.martinez2@state.nm.us](mailto:susana.martinez2@state.nm.us)

#### Lt. Governor John Sanchez

490 Old Santa Fe Trail, Room 477

Santa Fe, NM 87501

(505) 476-2250

[www.ltgov.state.nm.us](http://www.ltgov.state.nm.us)

## LAS CRUCES STATE SENATORS

#### Joseph Cervantes

(D-Doña Ana-31)

2610 S. Espina St.

Las Cruces, NM 88001

(575) 526-5600

[joseph@cervanteslawnm.com](mailto:joseph@cervanteslawnm.com)

#### Lee S. Cotter

(R-Doña Ana-36)

6670 Butterfield Ridge Dr.

Las Cruces, NM 88007

(575) 525-3200

#### Mary Kay Papen

(D-Doña Ana-38)

904 Conway Ave.

Las Cruces, NM 88005

(575) 524-4462

[marykay.papen@nmlegis.gov](mailto:marykay.papen@nmlegis.gov)

#### William "Bill" Soules

(D-Doña Ana-37)

5054 Silver King Rd.

Las Cruces, NM 88011

(575) 522-3521

[bill.soules@nmlegis.gov](mailto:bill.soules@nmlegis.gov)

## LAS CRUCES STATE REPRESENTATIVES

#### Doreen Y. Gallegos

(D-Doña Ana-52)

4301 Summit Lane

Las Cruces, NM 88011

(575) 649-6325

[doreen.gallegos@nmlegis.gov](mailto:doreen.gallegos@nmlegis.gov)

#### Terry H. McMillan

(R-Doña Ana-37)

2001 E. Lohman Ave., No. 282

Las Cruces, NM 88001

(575) 635-0534

[docmcmillan@mail.com](mailto:docmcmillan@mail.com)

#### Jeff Steinborn

(D-Doña Ana-35)

P.O. Box 562

Las Cruces, NM 88004

(575) 635-5615

[jeff.steinborn@nmlegis.gov](mailto:jeff.steinborn@nmlegis.gov)

#### John L. Zimmerman

(R-Doña Ana, Grant, Sierra-39)

6715 Pueblo Vista

Las Cruces, NM 88007

(575) 523-0215

[jzimmer\\_43@msn.com](mailto:jzimmer_43@msn.com)

**CITY OF LAS CRUCES  
MAYOR & CITY COUNCIL MEMBERS**

PO Box 20000  
Las Cruces, NM 88004  
(575) 541-2100

**MAYOR**

**Ken Miyagishima**  
(575) 522-0002  
mayor@las-cruces.org

**CITY COUNCIL**

**District 1, Kasandra Gandara**  
(575) 915-7593  
kgandara@las-cruces.org

**District 2, Greg Smith, Mayor Pro-Tem**  
(575) 202-1602  
gsmith@las-cruces.org

**District 3, Olga Pedroza**  
(575) 635-1371  
opedroza@las-cruces.org

**District 4, Jack Eakman**  
(575) 915-7941  
jeakman@las-cruces.org

**District 5, Gill M. Sorg**  
(575) 635-1767  
gsorg@las-cruces.org

**District 6, Cecilia "Ceil" Levatino**  
(575) 635-2693  
clevatino@las-cruces.org

**STATE OF NEW MEXICO BUSINESS DEVELOPMENT  
DEPARTMENTS & APPOINTEES**

**Economic Development Department**

Secretary, Jon Barela  
(505) 827-0300  
1100 S. St. Francis Dr., Santa Fe, NM 87505  
<https://gonm.biz/about-us/cabinet-secretary>

**Office of the Secretary of State**

Secretary, Dianna J. Duran  
(505) 827-3614  
New Mexico Capitol Annex North  
325 Don Gaspar, Suite 300, Santa Fe, NM 87501  
<http://www.sos.state.nm.us/>

**Department of Agriculture**

Jeff Witte, Director  
(575) 646-3007  
3190 S. Espina St., Las Cruces, NM 88003  
[www.nmda.nmsu.edu](http://www.nmda.nmsu.edu)

**Regulation and Licensing Department**

Mike Unthank, Superintendent  
(505) 476-4511  
2550 Cerrillos Rd., Santa Fe, NM 87505  
[www.rld.state.nm.us](http://www.rld.state.nm.us)

**Taxation and Revenue Department**

Secretary, Demesia Padilla  
(505) 827-0700  
1100 S. St. Francis Dr., Santa Fe, NM 87504  
[www.tax.newmexico.gov](http://www.tax.newmexico.gov)

**Department of Transportation**

Secretary, Tom Church  
(505) 827-5100  
1120 Cerrillos Rd., Santa Fe, NM 87504  
[www.dot.state.nm.us](http://www.dot.state.nm.us)

**Workers' Compensation Administration**

Darin Childers, Director  
(505) 841-6000  
2410 Centre Ave. SE, Albuquerque, NM 87125  
[www.workerscomp.state.nm.us](http://www.workerscomp.state.nm.us)

**Department of Workforce Solutions**

Secretary, Celina Bussey  
(505) 841-8405  
401 Broadway Blvd. NE, Albuquerque, NM 87102  
[www.dws.state.nm.us](http://www.dws.state.nm.us)

# Municipal, County and State Business Services

City of Las Cruces, 700 N. Main St., Las Cruces, NM 88001

## .... CITY OF LAS CRUCES BUSINESS SERVICES ....

### **ECONOMIC DEVELOPMENT**

<http://www.las-cruces.org/departments/economic-development>

The EDO supports existing Las Cruces businesses and new businesses attracted to the area by providing information on business related processes and on regulations required by the city, access to a network of helpful partners with specializations, free one-on-one consultation, well-defined direction, and assistance to businesses as needed.

[econdev@las-cruces.org](mailto:econdev@las-cruces.org)

(575) 541-2286

### **SIZEUP LBI**

<http://www.las-cruces.org/sizeup>

The City of Las Cruces offers a free online tool - SizeUp for Local Business Intelligence. Using the tools available for business analysis, SizeUp allows you to compare your business against others in your industry, determine the best places to advertise in our area and easily obtain highly specific key performance data for your business on revenues, salaries, health insurance costs, suppliers, competitor information and much more.

For additional assistance, call (575) 541-2286.

[econdev@las-cruces.org](mailto:econdev@las-cruces.org)

### **FILM OFFICE**

<http://www.las-cruces.org/departments/economic-development/las-cruces-film-office>

The Las Cruces Film Office assists film production companies in obtaining locations, equipment, hotel accommodations, and works closely with film professionals in securing permitting for a wide variety of film projects.

[cruzascrucsfilm@las-cruces.org](mailto:cruzascrucsfilm@las-cruces.org)

(575) 541-2140

### **BUSINESS LICENSE REGISTRATION**

<http://www.las-cruces.org/departments/community-development/building-and-development-services/business-registration>

Community Development Department administers the processing and issuance of business registrations and licensing such as commercial enterprises, restaurants, home occupations, and temporary businesses such as firework stands, seasonal sales and special events

[business@las-cruces.org](mailto:business@las-cruces.org)

(575) 528-3059

### **PERMITS & INSPECTIONS**

<http://www.las-cruces.org/departments/community-development/building-and-development-services/construction-permits-and-inspections>

Community Development Department's Permitting and Inspection Section offers the following services to assist you in obtaining valuable information about the permit, construction and inspection process.

[inspectionrequest@las-cruces.org](mailto:inspectionrequest@las-cruces.org)

(575) 528-3222

### **PLANNING & ZONING**

<http://www.las-cruces.org/departments/community-development/building-and-development-services/construction-permits-and-inspections>

Community Development Department addresses all zoning issues for the City. from initial zoning requests to special use permits. The Zoning Administrators provide services such as initial zoning, zone change requests, statements of zoning, special use permits, planned unit developments, nonconforming use certificates and variances.

[devservices@las-cruces.org](mailto:devservices@las-cruces.org)

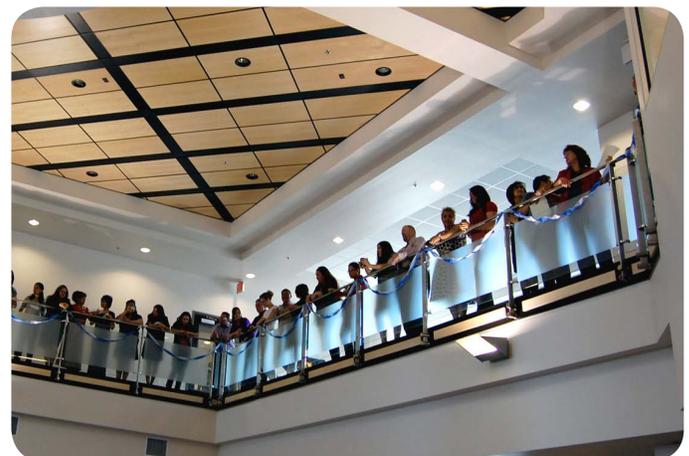
(575) 528-3043

### **LAS CRUCES CONVENTION AND VISITORS BUREAU (CVB)**

<http://www.lascrucescvb.org/>

The CVB provides entertainment and cultural information to visiting business, organization representatives, and tourists. The CVB website features links to other Southwest NM Cities, the State's tourism website as well as Las Cruces itself. The CVB website also features links that allow you to access tourism information for a number of other Southwest New Mexico cities as well as the State's tourism website.

211 N. Water St., Las Cruces, New Mexico 88001





## .... DOÑA ANA COUNTY BUSINESS SERVICES ....

### ***BUSINESS LICENSE REGISTRATION***

<https://www.donaanacounty.org/clerk/business>

New businesses within the county must register with the County Clerk's office before engaging in business.

**845 N. Motel Blvd., Las Cruces, NM 88007  
(575) 647-7421**

### ***PLANNING & ZONING***

<https://www.donaanacounty.org/development>

This office provides information on obtaining permits and inspections for both commercial and residential construction, electrical, plumbing and mechanical permits and inspections, as well as mobile home installation permits.

**845 N. Motel Blvd., Las Cruces, NM 88007  
(575) 647-7350**

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## .... STATE OF NEW MEXICO BUSINESS SERVICES ....

### ***BUSINESS LICENSE REGISTRATION***

[www.nmprc.state.nm.us](http://www.nmprc.state.nm.us)

The Corporations Bureau of the New Mexico Public Regulation Commission ensures industry compliance by issuing certificates of incorporation/authority, overseeing the organization and registration of LLCs, and verifying that related charter documents are in order and accurate.

**1120 Paseo De Peralta, Santa Fe, NM 87504  
(888) 427-5772**

### ***NEW MEXICO TAXATION AND REVENUE DEPARTMENT***

[www.tax.newmexico.gov](http://www.tax.newmexico.gov)

All businesses operating in New Mexico must register with the New Mexico Taxation and Revenue Department.

**2540 El Paseo, Bldg. #2, Las Cruces, NM 88001  
(575) 524-6225**

### ***NEW MEXICO REGULATION & LICENSING DEPARTMENT***

[www.rld.state.nm.us](http://www.rld.state.nm.us)

The Regulation and Licensing Department offers a wide array of services related to the issuing of professional licenses and guidelines and requirements concerning permits associated with the conduct of certain business activities.

**2550 Cerrillos Rd., Santa Fe, NM 87505  
(505) 476-4500**

### ***NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT***

[www.rld.state.nm.us](http://www.rld.state.nm.us)

The EDD's Business team works with the local economic development organizations to provide New Mexico businesses with financial, labor training, technical and regulatory assistance.

**110 S. St. Francis Drive, Santa Fe, NM 87505  
(505) 827-0300**

# Las Cruces Business Assistance Agencies

## **ARROWHEAD CENTER**

<http://arrowheadcenter.nmsu.edu/>

NMSU commercializes discoveries and Innovations and encourages entrepreneurship and launches and develops new businesses. Arrowhead Center provides business development resources, entrepreneurial education, and physical facilities in our business and research park.

[info@arrowheadcenter.org](mailto:info@arrowheadcenter.org)

3655 Research Dr., MSC 700, Las Cruces, NM 88003  
(575) 646-6120

## **DOWNTOWN LAS CRUCES PARTNERSHIP**

[www.downtownlascruces.org](http://www.downtownlascruces.org)

Works closely with business and property owners, city government and interested individuals to plan and design improvements in Downtown Las Cruces.

[director@dlcp.org](mailto:director@dlcp.org)

Arianna Parsons, Executive Director  
138 S. Water St., Las Cruces  
(575) 525-1955

## **HIGH TECH CONSORTIUM OF SOUTHERN NEW MEXICO**

[www.htcnm.com](http://www.htcnm.com)

The High Tech Consortium of Southern New Mexico (HTC) is organized and operated as a volunteer, grassroots organization. The HTC provides leadership that fosters the retention and growth of technology in Southern New Mexico.

PO Box 456, Las Cruces, NM 88004  
(575) 521-0018

## **NMSU COOPERATIVE EXTENSION SERVICE**

[www.extension.nmsu.edu](http://www.extension.nmsu.edu)

The Mission of the community resource and economic development program of the NMSU-CES is to promote and support the economic development of New Mexico's diverse communities.

530 N. Church St., Las Cruces, NM 88001  
(575) 646-3015

## **PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)**

<http://www.nmptap.org/>

PTAP is a government funded program that provides procurement assistance to small businesses. Staff advisors provide services including individual counseling and training allowing businesses to successfully compete for government contracts.

2345 E. Nevada Ave., Suite #101, Las Cruces, NM 88001  
(575) 528-7431

## **SCORE, [www.scorelascruces.org](http://www.scorelascruces.org)**

Counselors meet with clients who operate or are interested in starting small businesses or who are interested in starting a new business. SCORE serves clients in a face to face counseling sessions, over the internet and in seminars. All of our Services are offered at no cost to the client.

[score.397@scorelascruces.org](mailto:score.397@scorelascruces.org)

Cathie Fern, Chair  
505 S. Main St., Las Cruces, NM 88001  
(575) 523-5627

## **SMALL BUSINESS DEVELOPMENT CENTER (SBDC)**

[www.nmsbdc.org/lascruces/](http://www.nmsbdc.org/lascruces/)

The SBDC at New Mexico State University offers free workshops and quality counseling and guidance for business owners, prospective owners, and managers.

Jo Ann Garay, Director  
2345 E. Nevada Ave., Las Cruces, NM 88001  
(575) 527-7600

## **SPACEPORT AMERICA, <http://spaceportamerica.com/>**

New Mexico Spaceport Authority is a non-governmental panel, appointed by the Governor of New Mexico, whose members represent the public sector in the development and construction of Spaceport America.

901 E. University Ave, Suite 965L, Las Cruces, NM 88001  
(575) 373-6110

## **WESST, [www.wesst.org](http://www.wesst.org)**

Provides consulting and uses a network of strategic partners that offer advice on various business topics along with training for small, local business owners. Small business loans are available for women and other entrepreneurs who encounter difficulty in obtaining financing ranging from \$200 - \$50,000.

Manuel Morales, Program Coordinator/Trainer  
[mmorales@wesst.org](mailto:mmorales@wesst.org)  
221 B, N. Main St., Suite 104A, Las Cruces, NM 88001  
(575) 541-1583

# Las Cruces Business Development Organizations

## ***Downtown Las Cruces Partnership, <http://downtownlascruces.org/>***

Downtown Las Cruces Partnership works closely with business and property owners, city government and interested individuals to plan and design improvements in Downtown Las Cruces.

**138 S. Water, Las Cruces, NM 88001  
(575) 525-1955**

## ***Greater Las Cruces Chamber of Commerce, <http://www.lascruces.org/>***

Whether you are an established Las Cruces business or are considering relocation, the Greater Las Cruces Chamber of Commerce is the principal advocate for businesses in Las Cruces and Doña Ana County.

**505 S. Main, Ste. 134, Las Cruces, NM 88001  
(575) 524-1968**

## ***Skill-Ready Dona Ana (SRDA)***

***<http://www.lascruces.org/skillready.php>***

The Greater Las Cruces Chamber of Commerce's Skill-Ready Doña Ana (SRDA) program is a community partnership that works with area employers, schools, colleges, and CBOs to help students and citizens increase their "Work Readiness" abilities.

**505 S. Main St., Suite 134, Las Cruces, NM 88001  
(575) 524-1968**

## ***Las Cruces Hispanic Chamber of Commerce,***

***<http://lascruceshispanicchamber.com/>***, serves and assists local area businesses through networking and providing a forum for a variety of issues affecting the Las Cruces business community.

**277 E. Amador Ave., Ste. 305, Las Cruces, NM 88001  
(575) 524-8900**

## ***Las Cruces Green Chamber of Commerce***

***<http://locallasruces.com/>***

The Las Cruces Green Chamber is the founding chapter of the New Mexico Green Chamber and an active voice for responsible business.

**275 N. Downtown Mall, Las Cruces, NM 88001  
(575) 323-1575**

## ***Mesilla Valley Economic Development Alliance, [www.mveda.com](http://www.mveda.com)***

MVEDA provides local businesses and those considering relocating and expanding in the Doña Ana County area with the information, tools and resources they need to succeed.

***[info@mveda.com](mailto:info@mveda.com)***

**277 E. Amador, Las Cruces, NM 88004  
(575) 525-2852**

## ***New Mexico Partnership, <http://www.nmpartnership.com/>***

The New Mexico Partnership is a public-private, non-profit entity designated by the State of New Mexico solely to help you move your business to a place that may have been on your mind for some time – New Mexico.

**1720 Louisiana Blvd NE, Ste. 312, Albuquerque, NM 87110  
(888) 715-5293**

## Regional Business Research Organizations

## ***Border Region Modeling Project, University of Texas at El Paso [academics.utep.edu](http://academics.utep.edu)***

The Border Region Modeling Project is an independent research unit within the Department of Economics & Finance at the University of Texas at El Paso that publishes short and long term forecasts during the fourth and third quarters respectively.

**500 W. University Ave., El Paso, TX 79968  
(915) 747-7747**

## ***Bureau of Business and Economic Research (BBER), University of New Mexico***

***[bber.unm.edu](http://bber.unm.edu)***

BBER at the University of New Mexico collects and disseminates information, providing technical expertise and analysis and conducting applied research for a diverse constituency.

**1919 Las Lomas NE, Albuquerque, NM 87106  
(505) 277-2216**



# Workforce, Career and Placement Services

*Whether your business is looking for permanent employees or temporary staffing, these offices can help fill your workforce requirements.*

## CAREER & PLACEMENT OFFICES

**Doña Ana Community College: Career Placement & Cooperative Education Services** - <http://dacc.nmsu.edu/help4students/>

Career Placement Services provides a free service for connecting employers with job openings and students and alumni who are seeking employment. Employers can participate in their Cooperative Education (co-op) program.

3400 S. Espina St., Central Campus, Rm 99, Las Cruces, NM 88003  
(575) 527-7515

**New Mexico Department of Workforce Solutions**  
<http://www.dws.state.nm.us/>

Provides information for business owners on fair labor practices, workforce training, unemployment insurance taxes, necessary forms and posters, business startup checklists, and allows employers to post job openings.

226 S. Alameda St., Las Cruces, NM 88005  
(575) 524-6250

**NMSU Career Services** - [careerservices.nmsu.edu](http://careerservices.nmsu.edu)

Registering with AggieTRAK allows businesses to post job openings for the NMSU student workforce, attend career fairs to recruit candidates, and schedule interviews on campus.

3024 S. Locust St., Las Cruces, NM 88003  
(575) 646-1631

## STAFFING AGENCIES

**Accountemps** - <https://www.roberthalf.com/accountemps>

Accountemps, a division of Robert Half International Inc., is the world's first and largest specialized temporary staffing company for accounting, finance and bookkeeping professionals.

4100 Rio Bravo St., Suite 303, El Paso, TX 79902  
(800) 803-8367

**DM Dickason Personnel Services** - <http://www.dmdickason.com/>

DM Dickason offers a wide range of personnel services including direct hire and career placement staffing, employee leasing, executive recruiting staffing, temporary employment, professional placement, human resources outsourcing, employee benefits administration, risk management and safety, and payroll services.

518 N. Telshor Blvd., Las Cruces, NM 88011  
(575) 521-8700

**itsQuest, Inc.** - <http://www.itsquest.com/>

itsQuest is a professional staffing solutions company that focuses on matching the right prospective employees with the right employer. itsQuest provides online job listings.

1990 E. Lohman Ave., Las Cruces, NM 88001  
(575) 541-0020

**Kelly Services** - <http://www.kellyservices.com/Global/home/>

Kelly Services, Inc. is a leader in providing workforce solutions. Kelly offers a comprehensive array of outsourcing and consulting services as well as staffing on a temporary, temp-to-hire and permanent placement basis. Kelly provides employment to 480,000 employees a year globally.

3831 E. Lohman Ave., Las Cruces, NM 88011  
(575) 525-1232

**Labor Ready** - <http://www.laborready.com/>

Labor Ready is a leading multinational source of labor for companies in a variety of industries.

980 N. Main St., Las Cruces, NM 88001  
(575) 647-9185

**Manpower** - [www.manpower.com](http://www.manpower.com)

Manpower Inc. is a world leader in the employment services industry; offering employers services for the entire employment and business cycle including permanent, temporary and contract recruitment; employee assessment and selection; training; outplacement; outsourcing and consulting.

580 N. Telshor Blvd., Las Cruces, NM 88011  
(575) 522-6028

**Office Team** - [www.officeteam.com](http://www.officeteam.com)

OfficeTeam, a division of Robert Half International, is the world's leading staffing service specializing in the placement of highly skilled office and administrative support professionals on a temporary and temporary-to-full time basis.

4100 Rio Bravo St., El Paso, TX 79902  
(915) 546-4080

**RMPersonnel, Inc.** - [www.rmpersonnel.com](http://www.rmpersonnel.com)

RMPersonnel (RMP) provides Temporary Workers, Executive Recruiting, Professional Employer Services (PEO) and Human Resources Consulting.

5070 Doniphan, Suite E, El Paso, TX 79932  
(915) 587-5777

### TRAINING

#### ***Doña Ana Community College Customized Training*** [dacc.nmsu.edu/ctp/](http://dacc.nmsu.edu/ctp/)

The program responds to requests for training from the local business community. They provide up-to-date technical and professional development seminars, customized classes and conferences to meet specific business needs.

**2345 E. Nevada Ave., Las Cruces, NM 88011**  
**(575) 527-7776**

#### ***El Paso Community College,*** <http://www.epcc.edu/WorkforceDevelopment/Pages/default.aspx>

El Paso Community College offers Continuing Education and Workforce Development alternate non-credit classes, vocational training, business programs, career development and health occupation certification courses, business service resources, personal enrichment and online education for lifelong learning.

**9050 Viscount Blvd., El Paso, TX 79925**  
**(915) 831-3722**

#### ***University of Phoenix-Santa Teresa,*** <http://www.phoenix.edu/>

University of Phoenix empowers working adults to pursue their educational goals by providing flexibility and convenience so that students can earn their college degree while earning a living and keeping other commitments.

**1270 County Club Rd., Santa Teresa, NM 8800**  
**(575) 874-4600**

#### ***International Truck Driving School*** <http://www.internationalschools.com/index.html>

International Schools offers professional truck driver training preparation for placement in the trucking industry through a 200-hour course. After completion the student will be qualified to secure an entry-level job as over-the-road driver with a CDL.

**2345 E. Nevada Ave., Las Cruces, NM 88001**  
**(575) 528-7449**

#### ***Mesilla Valley Training Institute,*** <http://www.m-v-t-i.com/>

MVTI provides a comprehensive training program toward employment in the trucking industry. MVTI's curriculum emphasizes road safety, defensive driving, eight endorsements of first-hand knowledge of Road Safety, Defensive Driving and a practical course in developing over the road experience.

**3530 W. Picacho Ave., Las Cruces, NM 88007**  
**(575) 541-7983**



#### ***Skill-Ready Doña Ana (SRDA)*** ***Greater Las Cruces Chamber of Commerce*** <http://www.lascruces.org/skillready.php>

The Greater Las Cruces Chamber of Commerce's Skill-Ready Doña Ana (SRDA) program works with area employers, schools, colleges, and CBOs to help students and citizens increase their "Work Readiness" abilities relevant to local jobs.

**505 S. Main St., Suite 134, Las Cruces, NM 88001**  
**(575) 524-1968**

#### ***Southwest Career College*** <http://www.lascruces.org/skillready.php>

Southwest Career Institute provides career and technical training through instruction, and the integration of emerging technologies to enable students to achieve their potential and participate in new employment opportunities.

**1414 Geronimo Dr., El Paso, TX 79925**  
**(915) 778-4001**

#### ***Vista College/Computer Career Center,*** <http://www.vistacollege.edu/>

Vista College offers Associate Degree, diploma or certificate programs in the following but are not limited to: Allied Healthcare, Information Technology, Cosmetology, HVAC, Business, Massage Therapy and Veterinary Technology.

**850 N. Telshor Blvd, Suite F-G, Las Cruces, NM 88001**  
**(575) 993-5952**

#### ***New Mexico Workforce Connection - Southwestern Area*** [www.employnm.com](http://www.employnm.com) or [www.employnm.com/train.php](http://www.employnm.com/train.php)

An online workforce services system for job seekers, students, case managers, employers, training providers, workforce professionals, and others seeking benefits and services. Offers recruitment services to help employers register job openings and find candidates.

***jobs.state.nm.us***  
**226 S. Alameda, Las Cruces, NM 88005**  
**(575) 524-6250**



# Las Cruces Traditional Lending Institutions

**1st New Mexico Bank**  
(575) 556-3000

**Bank of America**  
(575) 526-4481

**Bank of the Southwest**  
(575) 527-5498

**Bank of the West**  
(575) 527-6200

**Bank'34**  
(575) 521-8100

**BBVA Compass**  
(575) 521-0000

**Century Bank**  
(575) 521-2400

**Citizens Bank  
of Las Cruces**  
(575) 647-4100

**Farm Credit  
of New Mexico**  
(575) 528-7100

**Enchantment Land  
Certified Development  
Company (ELCDC)**  
(575) 524-6830

**First American Bank**  
(575) 525-4230

**First Light  
Federal Credit Union**  
(575) 526-4401

**First National Rio  
Grande**  
(575) 525-8900

**First Savings Bank**  
(575) 521-7931

**One Source  
Federal Credit Union**  
(575) 523-1125

**Pioneer Bank**  
(575) 532-7500

**U.S. Bank**  
(575) 647-7310

**Washington Federal**  
(575) 522-2664

**Wells Fargo Bank**  
(575) 526-7415

**Western Heritage Bank**  
(575) 541-0058

**WestStar Bank**  
(575) 541-0058

**White Sands  
Federal Credit Union**  
(575) 647-4580

## Utility Providers

**City of Las Cruces Utilities Department,**  
<http://www.las-cruces.org/Departments/Utilities.aspx>

The Las Cruces Utilities Department administers service connections, billings and accounts for city natural gas, water, wastewater and solid waste utilities. They also provide these services for Rio Grande Natural Gas customers.

**700 N. Main St., Las Cruces, NM 88001**  
(575) 541-2111

**Comcast, [www.comcast.com](http://www.comcast.com)**

Comcast Business Class offers services such as voice, high-speed internet, and TV. Ethernet network service, private lines, and dedicated internet are also available.

**110 E. Idaho Ave., Las Cruces, NM 88005-3253**  
(575) 523-2531

**Doña Ana County Utilities Office**  
[www.donaanacounty.org/works/utilities](http://www.donaanacounty.org/works/utilities)

Doña Ana provides wastewater service to rural residents of the county. Doña Ana County is also a member of the newly formed Camino Real Regional Utility Authority (CRRUA), an independent utility for the provision of water and wastewater services along the US/Mexico Border in southern Doña Ana County.

**845 N. Motel Blvd., Las Cruces, NM 88007**  
(575) 647-7142

**El Paso Electric, [www.epelectric.com](http://www.epelectric.com)**

El Paso Electric generates & distributes electricity through an interconnected system to approximately 361,000 customers in the Rio Grande Valley in West Texas and Southern New Mexico.

**201 N. Water St., Las Cruces, NM 88001**  
(575) 526-5555

**Fastwave, [www.fastwave.biz](http://www.fastwave.biz)**

Fastwave is a Las Cruces based Wireless Internet Service provider. They provide internet service via microwave radio to homes, businesses and government agencies throughout the Mesilla Valley.

**555 S. Miranda, Las Cruces, NM 88005**  
(575) 521-3000

**Zia Natural Gas Company, [www.zngc.com](http://www.zngc.com)**

Zia Natural Gas Company is a natural gas distribution and transmission utility serving over 35,000 customers in the State of New Mexico.

**3700 W. Picacho Ave., Las Cruces, NM 88007**  
(575) 526-4427



# Regional Business Assistance and Development

## **Bi-National Sustainability Laboratory (BNSL), <http://finance-newmexico.org/resources/other-resources-nearby-for-map/bi-national-sustainability-laboratory/>**

The BNSL is a bi-national non-profit organization that creates and promotes technology-based businesses on the U.S. - Mexico border, be they start-ups, small & medium sized businesses, or large well-established companies.

[pmaxwell@bnsi.org](mailto:pmaxwell@bnsi.org)

**Dr. Paul Maxwell**

**Executive Director & CEO**

**4950 McNutt Rd., Santa Teresa, NM 88008**

**(915) 534-8122**

## **Border Industrial Association (BIA), [www.nmbia.org](http://www.nmbia.org)**

The BIA is the premier industrial advocacy organization in New Mexico that focuses on improving the business environment for companies engaged in value-added operations.

**113 Sundance Ct., Santa Teresa, NM 88008**

**(575) 589-2200**

## **New Mexico Community Capital, <http://www.nmccap.org/>**

IMPACT-NM works with promising companies throughout New Mexico to help them create the strategies, master the skills, and acquire the outside resources they need to prosper.

**801 University Blvd, Ste 102, Albuquerque, NM 87106**

**(505) 924-2820**

## **International Business Accelerator, <http://nmiba.com/>**

The International Business Accelerator (IBA) is a one-stop shop of resources for New Mexican businesses and individuals wishing to introduce their product or service into the global market through educational programs and online resources.

**113 Sundance Court, Santa Teresa, NM 88008**

**(575) 589-2200**

## **New Mexico Border Authority, [http://www.nmborder.com/About\\_Us.aspx](http://www.nmborder.com/About_Us.aspx)**

The New Mexico Border Authority oversees development and promotion of our International Ports of Entry (POE) located at Santa Teresa, Columbus and Antelope Wells.

**221 Pete V Domenici Hwy, Santa Teresa, NM 88008**

**(575) 589-6501**

## **New Mexico Manufacturing Extension Partnership <http://newmexicomep.org/>**

New Mexico Manufacturing Extension Partnership (New Mexico MEP) is part of a national network which provides technical and business resources to manufacturers who are prepared to expand their capabilities and increase profitability.

**4501 Indian School Rd. Suite 202, Albuquerque, NM 87110**

**(575) 624-2647**

## **New Mexico Office of Business Advocacy,**

**<http://tinyurl.com/ht8urcz>** The Office's core mission is to advance New Mexico business and enterprise with expansion, retention, and growth by resolving challenging bureaucratic, intergovernmental, and public policy problems affecting businesses in New Mexico.

**1100 St. Francis Drive, Santa Fe, NM 87505**

**(800) 374-3061**

## **New Mexico Office of International Trade, <https://gonm.biz/business-resource-center/edd-programs-for-business/international-trade/>**

The Office of International Trade supports job creation, retention, and expansion by assisting New Mexico companies to capitalize on opportunities in the competitive global marketplace.

**1100 St. Francis Drive, Santa Fe, NM 87505**

**(800) 374-3061**

## **New Mexico Small Business Assistance Program (NMSBA)**

**<http://www.nmsbaprogram.org/>**

The NMSBA provides access to the unique expertise and capabilities at Los Alamos and Sandia National Laboratories to New Mexico small businesses facing technical or business challenges. NMSBA technical assistance projects are provided at no cost.

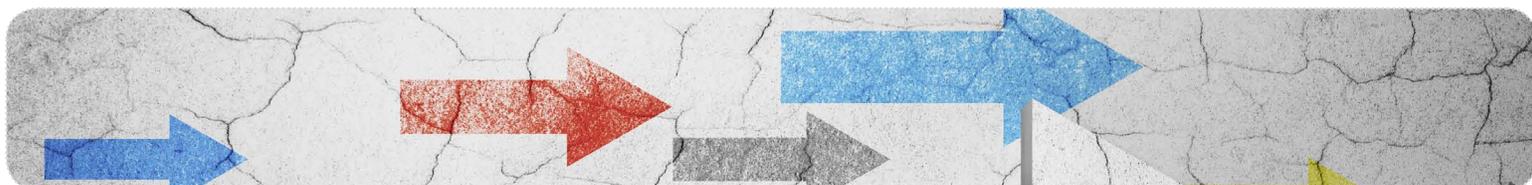
## **PROCUREMENT TECHNICAL**

### **The Borderplex Alliance, <http://tinyurl.com/jq2bryn>**

The primary mission of the Borderplex Alliance is to develop a world class regional economy thru advocacy of pro-development policy, attracting new jobs and foreign direct investment, and by assisting the expansion of the region's existing business/industry base.

**201 E. Main St, Ste 1700, El Paso, TX 79901**

**(915) 298-1000**



# Regional Lending Sources



***ACCION New Mexico,***  
***www.accion.org***

is an award-winning nonprofit organization that increases access to business credit, makes loans and provides training to help emerging and existing entrepreneurs realize their business goals.

**2000 Zearing Ave., NW, Albuquerque, NM 87104**

**accion@accionnm.org**

**(505) 243-8844**

***Farm Service Agency (FSA)***  
***www.fsa.usda.gov***

Specializes in the administration of farm programs and in the provision of low interest Farm and Ranch loans up to \$300,000. Loans are available for operating expenses, equipment, livestock, real estate purchases and improvements.

**760 Stern Dr., Suite 103, Las Cruces, NM 88005**

**accion@accionnm.org**

**Leah Bradfute, Loan Manager**

**(575) 522-8775, ext. 2**

***Small Business Development Center (SBDC)***  
***http://www.nmsbdc.org/las-cruces.aspx***

The SBDC at New Mexico State University offers free workshops and quality counseling and guidance for business owners, prospective owners, and managers.

**Jo Ann Garay, Director**

**2345 E. Nevada Ave., Las Cruces, NM 88001**

**(575) 527-7600**

***The Loan Fund, www.loanfund.org***  
***(New Mexico Community Development Loan Fund)***

is a private, tax-exempt organization that provides small business loans, training and business consulting to entrepreneurs, business owners, nonprofit organizations and Native American enterprises throughout the state.

**423 Iron Ave., SW, Albuquerque, NM 87103**

**info@loanfund.org**

**(505) 243-3196**

***Tierra del Sol Housing Corporation***  
***www.tierradelsolhousing.org***

is a regional housing and community development corporation. The organization provides affordable housing and community development through construction activities, lending, training and employment opportunities.

**210 E. Idaho, Las Cruces, NM 88005**

**amarrujo@tierradelsolhousing.org**

**Arturo Marrujo, Home Ownership Director**

**(575) 541-0477**

***WESST, www.wesst.org***

Provides consulting and utilizes a network of strategic advisors that provide advice on various business topics along with monthly training offerings for small, local business owners. Small business micro loans are also available.

**221 B, Main St., Suite 104A, Las Cruces, NM 88001**

**mmorales@wesst.org**

**Manuel Morales, Las Cruces Regional Manager**

**(575) 541-1583**

# Financing, Investment and Funding Sources

## **Altira, [www.altiragroup.com](http://www.altiragroup.com)**

is an oil and gas investment firm and seeking companies with breakthrough technologies in this field to invest in and partner with. Businesses may submit business plans or simply call the company to discuss their ideas.

**info@altiragroup.com**

**Altira Group LLC**

**1675 Broadway, Suite 2400, Denver, CO 80202**

**(303) 592-5500**

**Blue Sage Capital, LP, <http://www.bluesage.com/>** is interested in companies that have the potential to become market leaders. The firm looks for strong management teams and has a history of having worked with a variety of businesses from waste management to pizza franchises.

**contact@bluesage.com**

**114 W. 7th St., Ste. 820, Austin, TX 78701**

**(512) 536-1900**

## **Valley Ventures, <http://www.valleyventures.com/>**

Valley Ventures is an institutionally funded venture capital partnership with \$85 million under management. Its team of experienced venture capitalists and managers is dedicated to the achievement of superior investment returns.

**1275 W. Washington St., Suite 101, Phoenix, AZ 85007**

**(480) 661-6600**

## **Bi-National Sustainability Laboratory (BNSL), <http://finance-newmexico.org/resources/other-resources-nearby-for-map/bi-national-sustainability-laboratory/>**

The BNSL provides assistance to access funding from federal, state or local government sources (SBIR/STTR, RCIC, etc.), angel investors, or venture capitalists.

**2660 Airport Rd., Ste 1100, Santa Teresa, NM 88008**

**(575) 589-4989**

## **New Mexico Angels, <http://www.nmangels.com/>**

New Mexico Angels invests in small and early-stage companies in New Mexico. Funding range: \$25,000 - \$500,000.

**1155 University Blvd., SE, Albuquerque, NM 87106**

**(505) 843-4206**

## **New Mexico Finance Authority (NMFA), <http://www.nmfa.net/>**

The NMFA assists qualified governmental entities in the financing of capital equipment and infrastructure projects at any stage of completion from pre-planning through construction - by providing low-cost funds and technical assistance.

**207 Shelby St., Santa Fe, NM 87501**

**(575) 984-1454**

## **New Mexico Finance Development Team (FDT), <https://gonm.biz/business-resource-center/edd-programs-for-business/finance-development>**

The Business Program (BP) works in partnership with the private sector and community-based organizations to provide financial assistance and business planning. BP helps fund projects that create or preserve quality jobs and/or promote a clean rural environment

**1100 St. Francis Dr., Santa Fe, NM 87505**

**(800) 374-3061**

## **USDA Rural Development Business Loans and Grant [rurdev.usda.gov](http://rurdev.usda.gov)**

The Business Program (BP) works in partnership with the private sector and community-based organizations to provide financial assistance and business planning. BP helps fund projects that create or preserve quality jobs and/or promote a clean rural environment.

**2507 N. Telshor, Ste. 3, Las Cruces, NM 88011**

**(575) 522-8775 ext. 4**

## **Coronado Ventures Forum (CVF), <http://www.cvf-nm.org/>**

Coronado Ventures Forum (CVF) was founded in response to the need in New Mexico to educate investors and entrepreneurs on the process of early-stage, private equity funding

**190 Central Park Square, Los Alamos, NM 87544**

**(505) 662-0048**

## **Cottonwood Technology Fund, <http://cottonwoodtechnologyfund.com/>**

Cottonwood Technology Fund contributes to the Paso del Norte region running along the Rio Grande River from Los Alamos, New Mexico to El Paso, Texas, through engagement with the region's entrepreneurial community.

**4200 W. Jemez Rd., Suite 301, Los Alamos, NM 87544**

**(505) 412-8537**

## **Finance New Mexico, [www.financenewmexico.org](http://www.financenewmexico.org)**

Offers a search tool to quickly find which funding organizations best meet a particular business need. Provides descriptions of organizations including types and stages of businesses they serve, funding style, funding range, applicant requirements, and resources provided.

**info@financenewmexico.org**

## **Flywheel Ventures, [www.flywheelventures.com](http://www.flywheelventures.com)**

Flywheel Ventures is a seed and early-stage venture capital firm focused on information technology and physical sciences ventures in the Southwest/Rockies region. Funding ranges from \$25,000 - \$3 million.

**9204 San Mateo NE, Albuquerque, NM 87113**

**(800) 750-7870**

## Financing, Investment and Funding Sources

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### **Fort Washington Capital Partners Group,**

<http://www.fortwashington.com/>

Fort Washington Capital Partners Group (FW Capital) identifies direct co-investments in promising private companies and leverages its extensive relationships with industry specialist managers to access these opportunities.

**263 Staab St., Santa Fe, NM 87501  
(505) 986-1552**

### **Invest In The USA (IIUSA), <https://iiusa.org/>**

Is a trade association that serves the EB5 industry. The organization is a reliable source on the EB5 Regional Center program, FAQs, Best Practices and more.

**300 New Jersey Ave., NW, Suite 1075, Washington, DC 20001  
(202) 795-9669, [info@iiusa.org](mailto:info@iiusa.org)**

### **International Venture Fund (IVF), [www.invincor.com](http://www.invincor.com)**

IVF is a seed and early stage equity provider with an investment focus on high growth rate business opportunities that have a global appeal and are based in its primary target markets of Arizona, Hawaii, New Mexico and Utah.

### **Mesa Capital Partners, <http://mesacp.com/>**

Mesa Capital Partners is an early-stage private equity firm with offices in New Mexico, Massachusetts and Colorado. We invest in high-potential small businesses in industries and geographic areas underserved by other capital providers.

### **New Mexico Community Capital, [www.nmccap.org](http://www.nmccap.org)**

We provide equity capital and business growth services to qualifying businesses throughout New Mexico, particularly in under-invested areas.

**801 University Blvd. SE, Suite 102, Albuquerque, NM 87106  
(505) 924-2820**

### **Psilos Group, [www.psilos.com](http://www.psilos.com)**

Psilos Group Managers, LLC ("Psilos") is a venture capital firm focused on providing venture and growth capital to companies operating in the healthcare economy.

**100 N. Guadalupe St., Suite 203, Santa Fe, NM 87501  
(505) 995-8500**

### **Sandia Capital Partners, LLC, [www.sandiacapital.com](http://www.sandiacapital.com)**

Sandia Capital Partners, LLC provides high level corporate finance advisory services, strategic insight, and investment capital to enable corporate clients to seize business opportunities, complete complex transactions and solve challenging corporate finance problems.

**317 Commercial NE, Albuquerque, NM 87102  
(505) 938-6230**

### **Sun Mountain Capital, [www.sunmountaincapital.com](http://www.sunmountaincapital.com)**

Sun Mountain Capital is a private equity and venture capital investment firm that provides fund investment advisory services for public and private entities and manages direct investment funds.

**301 Griffin St., Santa Fe, NM 87501  
(505) 954-5474**

### **Technology Funding, [www.techfunding.com](http://www.techfunding.com)**

Technology Funding, is a top manager of public venture capital funds in the United States. The firm has raised over \$315 million in capital, financed over 245 emerging growth companies, helped 61 companies go public and another 17 be acquired by larger firms, and managed 10 private and 11 public funds.

**460 St. Michael's Drive, Building 1000, Santa Fe, NM 87505  
(800) 521-5323**

### **Technology Ventures Corporation (TVC), [www.techventures.org](http://www.techventures.org)**

TVC helps startup companies that are developing technology from national laboratories. Additionally, they look to research universities for commercialization opportunities.

**1155 University Blvd. SE, Albuquerque, NM 87106  
(505) 246-2882**

### **Tullis Health Investors, <http://www.tullisfunds.com/>**

Tullis Health Investors is a family of funds; each focused exclusively on healthcare.

### **Verge Fund, <http://www.vergefund.com/>**

Verge Fund is a venture capital fund that invests in seed-stage, high-growth ventures primarily in the technology sector right here in the Southwest. Partnership focus on opportunities at the earliest stages of their development.

**317 Commercial St. NE, Albuquerque, NM 87102  
(505) 247-1038**

### **New Mexico FundIT, [www.gonm.biz](http://www.gonm.biz)**

New Mexico FundIT is a group of funding agencies that meets regularly to review potential projects. This process streamlines the effectiveness of project review and support ensuring community and economic development projects have access to information they require to become fully funded.

### **Economic Development Department**

**1100 S. St. Francis Dr., Santa Fe, NM 87505  
(505) 827-0300**

# General Business Assistance Websites



## “HOW TO” AND GENERAL BUSINESS HELP

**AllBusiness**, <http://www.allbusiness.com/>, offers a number of short articles on various aspects of running a small business. You can find information on topics such as starting a business, incorporation, sales and marketing, accounting and finance, franchises, buying and selling a business, insurance, and Internet and technology. Business forms and guides are available for purchase.

**BizToolkit**, <http://www.biztoolkit.org/>, is a free gateway to “the Web’s best business information sources, as selected by the nation’s top Business Information Experts at the James J. Hill Reference Library.” The site includes business information tools, databases, and research.

**Business Insider**, <http://www.businessinsider.com/>, is an American business and technology news website. The site provides and analyzes business news and acts as an aggregator of top news stories from around the web.

**Business Week Online/Bloomberg Business –** <http://www.bloomberg.com/> offers news, articles, and advice for entrepreneurs on topics such as finance, innovation, management, and technology. The section on small business offers articles on sales and marketing, policy, and financing, and includes a small business blog.

**Entrepreneur.com**, <http://www.entrepreneur.com/>, has a vast array of practical resources for starting a business, buying a franchise, growing a home-based business, business opportunities, money and finance, sales and marketing, management, e-business, technology, and other topics.

**EntrepreneurialConnection.com**, <http://www.entrepreneurialconnection.com>, powered by the National Association of the Self-Employed. The website offers free weekly learning modules and trend alerts on topics vital to the success of the self-employed and micro-entrepreneurs. A free e-newsletter, “Get Connected”, covers a range of small business issues.

**Expertise**, <http://tinyurl.com/z62otxu> provides useful information for small businesses in the form of directories and articles that cover a variety of topics.

**Inc.**, <http://www.inc.com/>, is a monthly publication focused on growing companies. The magazine publishes an annual list of the 500 fastest-growing private companies in the U.S., the “Inc. 500.”

**My Own Business**, <http://www.myownbusiness.org/>, is a free Internet course for anyone starting a business. It provides 12 lessons covering topics such as business communications, e-commerce and online marketing, international trade, and small business marketing. The course textbook may be purchased for \$40.00.

**Reference for Business**, <http://www.referenceforbusiness.com/>, includes helpful resources including The Encyclopedia of Small Business Biographies featuring industry leaders worldwide. A detailed Business Plans section is composed of “actual business plans written by entrepreneurs in North America who are seeking financing for their business.”

**SCORE Template Gallery**, <https://www.score.org/resources/business-planning-financial-statements-template-gallery> offers templates for business planning, and also provides a link to contact a SCORE mentor for expert business planning advice.

**Top Markets Series: Export Opportunities International Trade Administration**, [http://trade.gov/topmarkets/?utm\\_source=combo&utm\\_medium=other&utm\\_campaign=topmarkets](http://trade.gov/topmarkets/?utm_source=combo&utm_medium=other&utm_campaign=topmarkets) Produced by the U.S. Department of Commerce’s International Trade Administration. Provides reports and case studies to help exporters determine their next market, identifying opportunities globally.

### INDUSTRY AND MARKET INFORMATION

**Alacra Industry Spotlights**, <http://www.alacrastore.com/search-by/industry>, collects industry information on more than 70 industries. The entry for each industry lists trade and industry associations, market research reports, and other major sources of information.

**Industry Portals / Industry Hubs**, <http://www.virtualpet.com/industry/mfg/mfg.htm>, provides links to major sources of information for more than 100 U.S. industries. These sites often include industry news and statistics, as well as information about business-to-business commerce.

**Market Potential Index for Emerging Markets**, <http://globoledge.msu.edu/resourcedesk/mpi/>, is designed to assist businesses in determining which international markets to enter and the appropriate marketing strategies for those countries.

**SBDCNET – National Information Clearinghouse: Industry**, <http://sbdcnet.org>, provides Industry Profiles for more than 70 industries. The profiles are geared to actual business owners in mostly local retail and service sectors.

**U.S. Bureau of Economic Analysis – Industry Economic Accounts**, <http://www.bea.gov/Industry/Index.htm>, prepares and publishes a variety of economic statistics on industries. It offers gross domestic product by industry, input-output accounts, and four satellite accounts—innovation, healthcare, transportation, and travel and tourism.

**U.S. Bureau of Labor Statistics – Industries at a Glance**, <http://www.bls.gov/iag/home.htm>, consists of profiles of hundreds of industries. You can browse the industries alphabetically or in numerical order by NAICS 2007 industry codes..

**U.S. Census Bureau – Economic Census**, <http://www.census.gov/econ/census/>, profiles American business every 5 years, from the national to the local level. The 2010 Economic Census covers nearly all of the U.S. economy. Reports are based on 2007 NAICS categories.

**U.S. Census Bureau – Current Industrial Reports**, <http://www.census.gov/manufacturing/cir/index.html>, provides monthly, quarterly, and annual measures of industrial activity. “The primary objective of the CIR program is to produce timely, accurate data on production and shipments of selected products. The data are used to satisfy economic policy needs and for market analysis, forecasting, and decision-making in the private sector

**U.S. Department of Commerce – <https://www.commerce.gov/economicindicators>**, The USDC’s Find Data webpages feature Key Economic Indicators. Included are current stats for GDP, Personal Income & Outlays, Durable Goods, Manufacturing and Trade Investments and Sales along with numerous other reports.



**Valuation Resources – Industry Information Resources**, <http://www.valuationresources.com/IndustryReport.htm>, is a free resource guide to industry resources and data for more than 400 industries. Each industry lists resources and data available from trade associations, industry publications, and fee-based research firms such as IBISWorld and First Research.

### PEOPLE INFORMATION

**LinkedIn**, [www.linkedin.com](http://www.linkedin.com), can be mined for personal or business information. You can search for a person or company through the advanced search feature.

**Salesforce Datacom**, <http://www.salesforce.com/data/overview>, is a subscription based online directory of more than 21 million business contacts. Every contact includes full name, title, postal address, email address and telephone number.

**Spokeo**, <http://www.spokeo.com>, is a people search engine. Spokeo allows you to find information about people, including their demographic and psycho-graphic (lifestyle information) profiles. You have to pay to see some items such as photos and profiles.

**Yasni**, <http://www.yasni.com/>, is a search site that allows you to find information about old friends, co-workers, business partners, job applicants, and neighbors, among other connections. Yasni crawls more than a hundred people-related websites, including social networking

**ZoomInfo**, <http://www.zoominfo.com>, finds and extracts the latest online information about people and companies and delivers it in concise and useful summaries. You can search for people by name and find their work history, education, and cached links to internet references on them.

### **BUSINESS, DEMOGRAPHIC, AND ECONOMIC DATA - U.S.**

**EconData.net**, <http://www.econdata.net/>, is a service sponsored by the US Economic Development Administration. The site offers 1,000 links to state and sub-state socioeconomic data sources, arranged by subject and provider, and indicating which sites charge for the data.

**Economic Indicators**, <http://tinyurl.com/lrloxmn> is a monthly compilation of U.S. economic information on prices, wages, production, business activity, purchasing power, credit, money and Federal finance. Data is available from April 1995 forward.

**Federal Communications Commission**, <https://www.fcc.gov/> Provides data and statistics on wireless and wireline communication services <http://www.fcc.gov/wcb/iatd/>, conducts economic, financial, and statistical analyses of the common carrier telecommunications industry. Reports available include trends in telephony, subscribership to high-speed services, and financial information on communications companies both domestic and foreign and data on international telecommunications service between U.S. points and international points.

**The Wireless Telecommunications Bureau**, <http://wireless.fcc.gov/>, provides downloadable files for Universal Licensing System (ULS) radio services, updated weekly; federal regulations and licensee and consumer information. The website allows you to create maps that are compatible with ArcExplorer® software produced by ESRI, Inc.

**Federal Reserve Board Economic Research and Data**, <http://www.federalreserve.gov/rnd.htm>, allows users to download data related to selected Federal Reserve Board statistical releases on topics such as current bank prime rates, foreign exchange rates, U.S. government securities, and conventional mortgage interest rates. Customizable data is available for industrial production and capacity utilization, household finance, and bank structure.

**FedStats**, <http://fedstats.sites.usa.gov/about/> is a “gateway to statistics from over 100 U.S. Federal agencies.” Links to statistics are organized by topic, by geography, and through a general search. Other useful resources include a list of agencies that provide statistics and links to selected agency online databases.

**FreeDemographics.com**, <http://www.freedemographics.com/> offers a free subscription option to access U.S. Census data from 1980, 1990, 2000 and 2010. Users can create custom market analysis reports based on a number of selected demographic variables for any geography through the 2000 Census.

**The Gallup Poll**, <http://www.gallupoll.com/>, contains links to polls, reports, trends and audits of public opinion conducted by The Gallup Organization. Users can search for poll analyses and questionnaires by topic, Free information includes articles, graphs and charts, video clips, and specific questions on a variety of topics.

**National Center for Health Statistics**, <http://www.cdc.gov/nchs/>, is the Federal Government’s principal vital and health statistics agency. Fast Stats Statistics are available on a variety of topics, and information about vital statistics and topics such as health insurance coverage.

**National Federation of Independent Business (NFIB) Research Foundation**, <http://www.nfib.com/research-foundation>, NFIB produces the National Small Business Poll, a series of business survey reports based on data collected from national samples of small business employers.. The website offers downloadable copies of recent survey reports, as well as the monthly Small Business Economic Trends and the Regulatory Impact Model Forecasts.

**North American Industry Classification System (NAICS)**, <http://www.census.gov/cgi-bin/sssd/naics/naicsrch>, is “the standard used by Federal agencies in classifying business for the purpose of collecting, analyzing, and publishing data on the U.S. business economy.” NAICS was developed jointly by the United States, Canada, and Mexico to provide new comparability in statistics about business activity across North America The website contains a searchable list of 2007 NAICS codes (with links to definitions).

**Salary.com**, <http://www.salary.com/>, provides information relating to compensation information. While most of the content is fee-based, there are several free “wizards.” available. The Salary Wizard lists salary statistics for hundreds of positions by geographic location. The Job Search Wizard allows you to search for jobs across state and metro areas. The Cost-of-Living Wizard compares living-cost indexes and salaries across 300-plus U.S. cities.

**SBA Office of Advocacy**, <http://www.sba.gov/category/advocacy-navigation-structure/state-activities>, offers studies and data on small businesses on a wide range of topics. These topics include finance, business owner demographics, regulation, exporting, and other topics. Among the available reports is The Small Business Economy, an extensive annual report that provides information on small business performance in the economy

**SBDcnet – Demographics**, <http://tinyurl.com/89p25ba>, provides links to sources of statistics from the Federal Government, as well as sections on sources of data by U.S. geographical area and by subject, for example - computer use, crime statistics, and religious affiliation.

**SizeUp**, <https://www.sizeup.com/>, provides tools that allow businesses to compare themselves against competitors. The website is easy to navigate and also helps a business locate its customers and suppliers.

**StateMaster**, <http://www.statemaster.com/index.php>, allows you to research and compare data on U.S. states. You can browse the site’s facts and statistics by topic, e.g., immigration, energy, and transportation. The site also features thousands of maps, images of flags, and state profiles.



### **Business, Demographic, and Economic Data - U.S. DATA (cont.)**

#### ***Statistical Resources on the Web,***

***<http://www.lib.umich.edu/clark-library>***, index to statistical websites and statistical publications arranged by dozens of subject categories. More than 130 topics are covered including agriculture, banking, business and industry, consumer expenditures, cost of living, demographics, and economics. The site also provides a list of government documents that contain statistical data.

***StatsAmerica***, ***<http://statsamerica.org/list.aspx>***, provides one-stop access to useful U.S. data sites and tools supported by the Economic Development Administration.

***U.S. Bureau of Economic Analysis (BEA)***, ***<http://www.bea.gov/index.htm>***, offers information on key issues such as U.S. economic growth, regional economic development, and the position of the United States in the world economy.

***U.S. Bureau of Labor Statistics***, ***<http://www.bls.gov/home.htm>***, contains time-series data covering inflation and prices, employment and unemployment, pay and benefits, spending and time use, productivity, workplace injuries, international data, employment projections, regional resources, and historical news release tables. In addition, the site provides customized maps, tutorials, and calculators.

#### ***U.S. Census Bureau Economic Programs,***

***<http://tinyurl.com/lrloxmn>***, provides economic indicators by geography, and frequency. The site includes the Survey of Business Owners, Non-employer Statistics, Current Industrial Reports, and the Annual Survey of Manufactures. Another key data source is the Economic Census, ***<http://www.census.gov/econ/census>***, which profiles American business every five years, from the national to the local level.

***USA Today Money***, ***<http://www.usatoday.com/money/>***, provides charts, calculators, and tips on a broad range of economic topics such as mortgage rates, bank interest rates, taxes, insurance rates, and retirement. In addition, you'll find information on commodities, currencies, key interest rates, and other economic indicators.

## **INTERNATIONAL DATA**

***FAOSTAT***, ***<http://faostat.fao.org/>***, from the Food and Agriculture Organization of the United Nations, provides access to time-series and cross sectional data relating to food and agriculture for more than 200 countries.

***NationMaster.com***, ***<http://www.nationmaster.com/index.php>***, allows you to graphically compare economic and demographic statistics among nations. Data is compiled from such sources as the CIA World Factbook, United Nations, World Health Organization, World Bank, World Resources Institute, UNESCO, UNICEF and OECD. The site features facts and figures on individual countries and regions as well as maps and flags of the world.

***Organization for Economic Cooperation and Development (OECD)***, ***<http://www.oecd.org>***, issues 250 demographic and economic reports yearly for their 31 member countries, as well as occasional reports for several non-member countries. These resources cover gross domestic product, international trade statistics, price statistics, economic projections, labor force statistics, and many more topics.

***Statistical Sites on the World Wide Web***, ***<http://www.bls.gov/bls/other.htm>***, provides links to government statistical agencies in the United States and in several dozen countries around the world.

***Database of International Statistical Activities (DISA)***, ***<http://www1.unece.org/stat/platform/>*** is produced by the United Nations Economic Commission for Europe (UNECE). The database lists the activities of over 30 statistical organizations active in the UNECE region comprised of 56 member countries.

***UNdata***, ***<http://data.un.org/>***, is a data service provided by the United Nations Statistics Division (UNSD) of the Department of Economic and Social Affairs (DESA). It provides a single entry point for UN statistical databases covering a wide range of topics such as population, industry, energy, trade and national accounts.

***US Energy Administration – International Statistics***, ***<http://www.eia.doe.gov/emeu/international/contents.html>***, provides information about international production, consumption, imports/exports, prices, and other data about all types of energy, including petroleum, natural gas, electricity, coal, and renewables, and access to the international energy statistics database, a portal for detailed country and regional energy data.

### **EXPORT/TRADE AND INTERNATIONAL BUSINESS INFORMATION**

**Doing Business in...**, <http://tinyurl.com/l2m28md>, is a set of around 40 booklets prepared by accounting giant HLB International for their staff and clients. Each booklet is designed to provide some general information to those contemplating doing business in that country.

**U.S. Commercial Service – El Paso**, <http://www.export.gov/texas/>, Serving El Paso and the Southwest region of NM, “Export.gov” brings together resources from across the U.S. Government “to assist American businesses in planning their international sales strategies and succeeding in today’s global marketplace.” The “Find Solutions” section provides help with international sales and marketing, international finance, international logistics, licenses and regulations, trade data and analysis, and trade problems.

**Federation of International Trade Associations**, <http://fita.org/index.html>, maintains a Global Trade Portal, which is a source for international import and export trade leads, events, and links to 8,000 international trade (export/import) related websites. Other useful resources on the site cover topics such as transportation and logistics, trade finance and currencies, trade law, and trade shows.

**globalEDGE™**, <http://globaledege.msu.edu/>, offers information on global business activities including information on the business climate, news, history, political structure, economic landscape, and relevant statistical data for around 200 countries. The Industry Profiles section offers information, news, events, and statistical data for 20 broad industry sectors.

**Market Research**, <http://www.export.gov/mrktresearch/>, provided by the U.S. Commercial Service, offers more than 100,000 industry and country-specific market reports. You must be a U.S. company, student, or researcher and register with Export.gov to access the Market Reports.

**StatUSA – GLOBUS & NTDB**, <http://guides.ucf.edu/statusa/NTDB>, is a service offered by the U.S. Department of Commerce. The website provides trade leads and international trade resources, including the NTDB Global Trade Directory.

**Top Markets Series: Export Opportunities - International Trade Administration** [http://trade.gov/topmarkets/?utm\\_source=combo&utm\\_medium=other&utm\\_campaign=topmarkets](http://trade.gov/topmarkets/?utm_source=combo&utm_medium=other&utm_campaign=topmarkets)  
Produced by the U.S. Department of Commerce’s International Trade Administration, these comprehensive, downloadable reports and case studies help exporters within a particular industry determine their next market, identifying opportunities globally.

**Trade Data Online**, <http://www.ic.gc.ca/epic/site/tdo-dcd.nsf/en/Home>, the website provides customized reports on Canadian and U.S. trade in goods with more than 200 countries. Data for these reports comes from Statistics Canada and the U.S. Census Bureau.

**UN Comtrade**, <http://comtrade.un.org/db/>, provides access to the United Nations Commodity Trade Statistics Database. Upon free registration, the user has access to one billion trade data records from 1962 forward.

**U.S. Census Bureau – Foreign Trade**, <http://www.census.gov/foreign-trade/index.html>, provides a broad and comprehensive range of foreign trade statistics that are available on a monthly, annual, and historical basis. Most detailed reports are available for a fee, but there is some general free data as well.

**World Trade Organization Statistics Database**, <http://tinyurl.com/put6dfj> provides trade statistics covering WTO member nations. The statistical database allows you to view trade, tariff, and service profiles, or to create a custom data set by selecting from a series of data points.

### **FUNDING AND FINANCE RESOURCES**

**Business Finance.com**, <http://www.businessfinance.com/>, allows you to search the funding criteria of over 4,000 sources for business loans, venture capital, equipment leasing, and commercial real estate financing.

**Fintel Scorecard**, <http://secure.fintel.us/scorecard/>, is a free online tool that allows businesses to benchmark their financial performance against similar-sized firms in their industry. Businesses need only enter their SIC or NAICS code, and the number of employees to see how their company ranks in its industry.

**SBA – Financial Assistance**, <http://www.sba.gov/financing/>, provides information about raising capital for your business. It includes information about eligibility and preparation, SBA loans, contract surety bonds, equity capital, and special purpose loan programs.

**Entrepreneur.com – Money**, <http://www.entrepreneur.com/money/index.html>, offers dozens of articles organized by topics such as angel investors, bank and microloans, government funding, self-financing, and startup financing.

**Invest US/eb5 New Mexico** <http://www.investus-eb5.com/>  
The United States Citizenship and Immigration Service (USCIS) provides guidelines for EB5 programs that allows foreign nationals to make a minimum \$500,000 investment in a qualifying new business in a Targeted Employment Area (TEA) that creates at least 10 permanent U.S. jobs. In exchange, for the investment, a foreign national may be eligible to receive a conditional visa and then a permanent green card visa.

**609 Broadway Boulevard NE, Suite 227, Albuquerque, NM 87102 (505) 246-6902, connect@investus-eb5.com**

**Invest In The USA** <https://iiousa.org/>, is a trade association that serves the EB5 industry. The organization is a reliable source on the EB5 Regional Center program, FAQs, Best Practices and more.  
**300 New Jersey Ave., NW, Suite 1075, Washington, DC 20001 (202) 795-9669, Info@iiousa.org**



### MARKETING PRINCIPLES AND STRATEGIES

**Business Owner's Toolkit: Marketing Your Product**  
[http://www.toolkit.com/small\\_business\\_guide/sbg.aspx?nid=P03\\_0101](http://www.toolkit.com/small_business_guide/sbg.aspx?nid=P03_0101)

introduces the small business owner to some of the concepts and strategies that professional marketing experts in large companies use. It offers articles and tips on analyzing the market environment; market research.

**Duct Tape Marketing**, <http://www.ducttapemarketing.com/>, offers an award-winning blog, articles and training sessions on marketing topics such as Twitter for Business, public relations, pay-per-click advertising resources, and a free online press release creator. The site also hosts the Duct Tape Marketing Blog Channel Digest.

**MarketingSherpa**, <http://www.marketingsherpa.com/index.html>, is a subscription service that offers a number of free reports and open access content on its site. You can also sign up for Marketing Sherpa's free weekly case studies, new research data, how-tos, interviews and articles.

**Mplans.com**, <http://www.mplans.com/>, contains a collection of free sample marketing plans. It also offers how-to articles and advice for writing a marketing plan; along with a general business blog. The website is a free resource owned and operated by Palo Alto Software, Inc., which also sells its marketing software through the site.

**SBA – Market and Price**, <http://www.sba.gov/smallbusinessplanner/manage/marketandprice/index.html>, has a useful section of articles that provide information about all aspects of marketing. Topics include the basics of marketing, international sales, customer service, competitive analysis, tradeshow marketing, and target marketing.

### MARKETING AND COMPETITOR LISTS

The websites that follow will allow you to create marketing lists of businesses or consumers based on a number of criteria. List costs will vary depending on a number of factors. Additional "selects" such as name of decision-maker, or revenue will typically add to the cost.

**acculeads**, <http://www.acculeads.com/>, offers leads from more than 25 million businesses and 160 million households. The site also provides lists from real estate records, new borrowers, and affluent professionals.

**InfoUSA**, <http://www.infousa.com/>, lists more than 14 million businesses and 210 million consumers in its database. You can create customized lists of businesses or residents.. List formats are compatible with Excel, Act, Word, Goldmine and other programs.

**ListFinder**, <http://listfinder.com/>, offers a searchable database of more than 50,000 direct mail lists. You can also send a message requesting information or a quote directly to the list manager. In addition, the site features articles about direct marketing, web marketing, direct mail legal and regulatory issues, and other topics.

**SRDS.com**, <http://www.srds.com/>, Subscription fees vary widely but start at \$275, depending on product(s) and duration of access selected, to search the database of over 60,000 domestic and international lists.

**Superpages**, <http://www.superpages.com/?SRC=insp>, uses local search directories to allow you to search by category or business name, and then by geographic location to find businesses. This site can be used to identify competitors or find potential new business customers.

**Zapdata.com**, <http://www.zapdata.com/>, from Dun & Bradstreet, offers business-to-business marketing leads from their database of nearly 16 million businesses. Selection criteria include location, number of employees, annual sales, SIC code, job function, and specialty data such as import/export flags or IT demand. Zapdata will allow you to view a list of up to 25 customers or competitors by name, city and state, as well as two company reports at no charge.

### MARKET RESEARCH - GENERAL SOURCES

**allBusiness - Secondary vs. Primary Market Research**, <http://www.allbusiness.com/the-difference-between-secondary-and-primary-market-research-1310-1.html>, explains the difference between secondary and primary research, and links to several short articles that provide information on conducting market research.

**Market Research, Industry Research, Business Research**, <http://www.virtualpet.com/industry/howto/search.htm>, offers a step-by-step organized process to learn about an industry or a specific company. The site appears to be updated once a year.

**Inc.com – Market Research**, <http://www.inc.com/guides/marketing/24018.html>, Archived Inc. articles about market research, including low-budget suggestions for conducting your own market research.



### MARKET RESEARCH - PRIMARY SOURCES

*If you want to conduct your own primary research, here are a few tools.*

**Conducting Focus Groups**, [http://ctb.ku.edu/en/tablecontents/sub\\_section\\_main\\_1018.htm](http://ctb.ku.edu/en/tablecontents/sub_section_main_1018.htm), is part of a set of tools for community development. This section provides information about when and how to use focus groups, including real world examples and a checklist that summarizes the key points.

**Focus Group**, [http://en.wikipedia.org/wiki/Focus\\_group](http://en.wikipedia.org/wiki/Focus_group), offers a complete explanation of what focus groups are and when they are used. The article links to additional resources, including a handbook on focus group principles from the American Marketing Association.

**SurveyMonkey.com**, <http://www.surveymonkey.com/>, allows you to create professional online surveys, collect responses, and analyze results via the web. A basic subscription is free and includes all of the basic features of SurveyMonkey.

**Online Surveys**, <http://search.constantcontact.com/survey/index.jsp> A subscription based survey and polling product. Vanguard Vista offers a robust subscription-based survey product, but also provides a free “quick poll” tool, <http://www.vistasurvey.com/features/quick-poll.htm>.

### MARKET RESEARCH - SECONDARY SOURCES

*You can often find useful market information and research from industry and professional association websites.*

**BizMiner**, <http://www.bizminer.com/index.asp>, offers reports that include market research trends for 16,000 lines of business at the national level, and local industry reports for 250 US market areas.

**First Research Industry Reports**, [www.firstresearch.com](http://www.firstresearch.com), provides industry profiles for more than 700 industries that can be searched by keyword, SIC or NAICS code. The reports provide a snapshot of individual industries, including an overview, recent developments, business challenges, trends and opportunities.

**Manta**, [www.manta.com](http://www.manta.com), provides more than half a million reports from market research firms like Datamonitor, SGA Executive Tracker, Wright Reports and ICON. You can use the free search feature to find in-depth reports and research, or browse by companies, report type publisher or year published.

**MarketResearch.com**, <http://www.marketresearch.com/>, is a searchable database of more than 250,000 market research reports from over 650 global publishers. Reports cover all industry sectors, both domestic and international.



### COMPANY INFORMATION

*Company websites are often a valuable source of information on all aspects of the company. You can usually find annual reports and other basic information about the company, as well as press releases about new products and developments, key personnel, and financial information.*

**Morningstar Document Research (formerly 10KWizard)** <http://www.10kwizard.com>, is a fee-based service that provides expanded coverage and advanced search capabilities of the SEC's EDGAR (Electronic Data Gathering, Analysis and Retrieval) database. It allows you to perform keyword searches on up-to-the-minute SEC filings and set up alerts for companies you want to track.

**AnnualReports.com**, <http://www.annualreports.com/default.aspx>, is a free directory of company annual reports.

**BizJournals.com**, <http://www.bizjournals.com/>, offers recent news from more than 40 local business journals. You can search and view articles by topic, industry, or market location.

**ChubbyBrain**, <http://www.chubbybrain.com/>, provides information about high growth private companies and investors that back them. The database has information on more than 47,000 angel and venture capital-backed startups and more than 18,400 investor profiles gathered through “mass collaboration” as well as the company's proprietary technologies.

**CrunchBase**, [www.crunchbase.com](http://www.crunchbase.com), is a free database of technology companies, people, and investors that anyone can edit. You can search for startup companies by location and specify a radius from that location. Specialized search forms also allow you to create lists of companies, financial organizations, and people.

**EDGAR Company Search**, <http://www.sec.gov/edgar/searchedgar/companysearch.html>, allows you to search the U.S. Securities and Exchange Commission (SEC) EDGAR database for company information, including real-time filings. Company filings are available from 1994.

**High Beam Research**, <http://www.highbeam.com>, is a low-cost search engine that allows you to search more than 80 million articles from the archives of over 6,500 newspapers, magazines, journals, and other publications.

**Hoovers.com**, <http://www.hoovers.com>, is a robust subscription database of company and industry information. More than 85 million public and private companies are profiled by Hoover's, and individual company or industry reports can be purchased for a fee.

**IIRX.com – Business Filings Databases**, <http://www.Iirx.com/columns/roundup29.htm>, is a listing of links by state to corporate and business filings available online. All 50 states make some level of corporate and business filings available online.

**thomas.net**, <http://www.thomasnet.com>, is an industrial search engine that allows you to browse suppliers in more than 67,000 categories for the entire United States and Canada, find millions of CAD drawings, and do a radius search from a specific location. The website is free.

*Business information is also available for free or a small fee. Most states that collect information on corporations, sales tax revenues, demographics, wages and employment, and licensed professionals.*

# BUSINESS ASSISTANCE 2016 | Guide



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