

## “SOLE SOURCE” PROCUREMENT JUSTIFICATION

Sole source purchases are goods and services available from only one vendor. There may be just one vendor because of patents or copyrights or simply because the vendor is the only one which supplies the good or service. Using Department must provide a written explanation as to why only this particular product/service is acceptable and why no other will be suitable or acceptable to meet the need. A quote must accompany this form.

Department name: County Manager/Economic Development

**1. Name of product or service:**

Economic-based, Business Attraction and Retention & Expansion, Economic Development Program

**2. Name of product manufacturer:**

Mesilla Valley Economic Development Alliance (MVEDA)

**3. Name of “sole” product supplier or service provider:**

Mesilla Valley Economic Development Alliance (MVEDA)

**4. Describe in general terms the product/service you are requesting and the intended application.**

For the purposes of enhancing the economic vitality of Dona Ana County, and in accordance with the Economic Objectives of the Dona Ana County Comprehensive Plan for attracting more money and investment into the local economy, we require a seasoned vendor who has local knowledge along with local, regional, and state economic development partnerships to implement a turn-key, economic-based, job creation strategy to attract and retain businesses.

**5. Describe the unique features/capabilities/characteristics that distinguish it from other products/services.**

MVEDA is the only economic development organization in Dona Ana County that provides a regional approach to economic based, job creation efforts, with the mission of attracting new dollars into the local economy. In addition, the NM Economic Development Department works through MVEDA as a unique central point of contact providing site selection services and assistance to industries considering relocating and expanding into the area. Furthermore, they are the only entity entrusted by the New Mexico Economic Development Partnership, the Borderplex Alliance, and the Border

Industrial Association to manage client recruitment leads and projects brought into Dona Ana County. Based on MVEDA's local knowledge and their economic development partnership contacts, they are the only vendor capable of providing Dona Ana County with a turn key economic based service. In addition, because MVEDA brings matching private sector funding support to the program for the sole benefit of Dona Ana County, the ability to leverage dollars are in the best interest of the taxpayer.

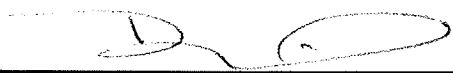
6. **How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).**

Through the creation of the Dona Ana County Comprehensive Plan and the Border Area Economic Development Strategy (BAEDS), both developed through 3<sup>rd</sup> Party Consultants, and the Regional Leadership Committee, MVEDA was identified as a unique and critical partner in attracting new investment into the local economy. The BAEDS plan specifically referred to "MVEDA works "on the ground" to pursue and develop leads for new business." (P21 BAEDS). No other entity was called out in this plan as conducting this activity.

Additionally, although local chambers work on business advocacy and educational needs, MVEDA is the only entity that has experience with and is actively engaged in economic based marketing and business attraction efforts. As also noted in the BAEDS plan, the Border Industrial Association (BIA) "works at the state level to support economic development policy initiatives."

7. **What product supplier or service provider has your Department used until now to satisfy similar requirements?**

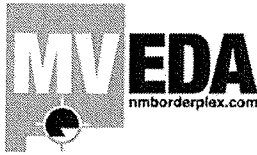
In the past, Dona Ana County Government has used MVEDA exclusively to provide economic based job creation and retention & expansion services.

  
\_\_\_\_\_  
Signature of Department Head/Manager

4.4.2018  
\_\_\_\_\_  
Date

(Attach Quote and Use Additional Sheets As Necessary)

\*\*This form is used by Purchasing Department to determine if a "Sole Source" procurement criterion is met. Completing this form does not guarantee approval of this type of procurement.



April 3, 2018

Daniel J. Hortert, AICP  
Doña Ana County  
Economic Development Office  
8014 Airport Rd.  
Santa Teresa, NM 88008

Dear Mr. Hortert:

Thank you for consideration of the Mesilla Valley Economic Development Alliance (MVEDA) as the Sole Source Contractor to Doña Ana County for the implementation of a turn-key, economic-based service that focuses on: (1) marketing and recruitment of companies to the region, and (2) the retention and expansion of existing companies in the region. MVEDA has been servicing the Doña Ana County region exclusively for over 15 years and, as a result, there is no other entity in Doña Ana County and the Borderplex Region that has the depth of localized and institutional knowledge, spanning the multiple target industry clusters from aerospace to value added agriculture to border related logistics and manufacturing, to perform these types of economic-based attraction and retention services. The definition of economic base is rooted in attracting new dollars into the local economy in order to counteract the flow of dollars leaking out. As such, the MVEDA mission and experience is uniquely aligned with the "Economic Objectives" of Doña Ana County's Comprehensive Plan of: (1) getting more money to circulate in the local economy, (2) bringing new money into the local economy, and (3) getting investment into the local economy.

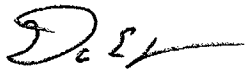
MVEDA's uniqueness of service is further rooted in our program implementation and the partnerships we already have in place to further the objectives of Plan 2040 Comprehensive Plan and other recently adopted planning efforts by the County. These include:

1. MVEDA is the only Economic Development Organization (EDO) or entity in Doña Ana County which focuses on and has experience in economic-based, job creation strategies to include business attraction and retention & expansion. (See Tab 1, Business Resource Directory)
2. MVEDA is the only EDO in Doña Ana County entrusted by the New Mexico Partnership (the State of New Mexico's economic development marketing arm) to respond to lead generation and to manage project implementations on their behalf. (See Tab 2)
3. MVEDA is the sole representative for lead generation and projects brought to Doña Ana County on behalf of the Borderplex Alliance. (See Tab 3)

4. MVEDA is the sole designated agent entrusted to manage leads and projects identified by the Border Industrial Association (BIA). (See Tab 4)
5. MVEDA is the only EDO with a successful historical track record of economic-based job creation in Doña Ana County. (Refer to MVEDA Contract History and Scope of Work with Doña Ana County Government)

Finally, and in addition to the above unique features of our organization and service, MVEDA has regional partners and board members from the public sector, educational sector and private sector who come together to focus solely on economic-based strategies and implementation, dedicating hundreds of volunteer hours and financial resources to this effort to attract more dollar flow into the region. Their investment leverages Doña Ana County Government's investment 3:1, with the entire investment to focus on Doña Ana County, not other regions of the state or country. There is no other economic-based focus agency providing this leverage to Doña Ana County for the purposes of an economic development services contract. We believe this benefits directly the taxpayers in Doña Ana County.

Sincerely,



Davin Lopez  
President and CEO

MESILLA VALLEY ECONOMIC DEVELOPMENT ALLIANCE

U.S. Bank Tower  
277 E. Amador, Suite 304  
PHONE 575.525.2852  
TOLL FREE 800.523.6833  
FAX 575.523.5707  
mveda.com

**Cost Proposal - Economic Development Services Mesilla  
Valley Economic Development Alliance (MVEDA)**

**Direct Costs** \$ 40,000.00

**Includes:**

Tradeshows (registration, transportation, hotels, meals)  
Prospect Missions (transportation, hotels, meals)  
Advertising - Print & On-Line (production & placement)  
Marketing Materials & Direct Mail (production, printing & postage)  
Local Retention & Expansion travel expenses

**Indirect Costs** \$ 10,000.00

**Includes:**

Office Overhead (County portion)  
(Rent, telephone, insurance, audit, etc.)

**Labor Costs** \$ 148,500.00

**Includes:**

Business Development Staff  
Support Staff  
Staff Benefits @ 10%

**Equipment** \$ 1,500.00

**Includes:**

Marketing & Support Software (County portion)

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**Economic Development Services Total Cost Proposal \$ 200,000.00**

Davin Lopez

Digitally signed by Davin Lopez  
DN: cn=Davin Lopez, o=Mesilla Valley  
Economic Development Alliance, ou,  
email=davin@mveda.com, c=US  
Date: 2018.04.04 10:09:34 -06'00'

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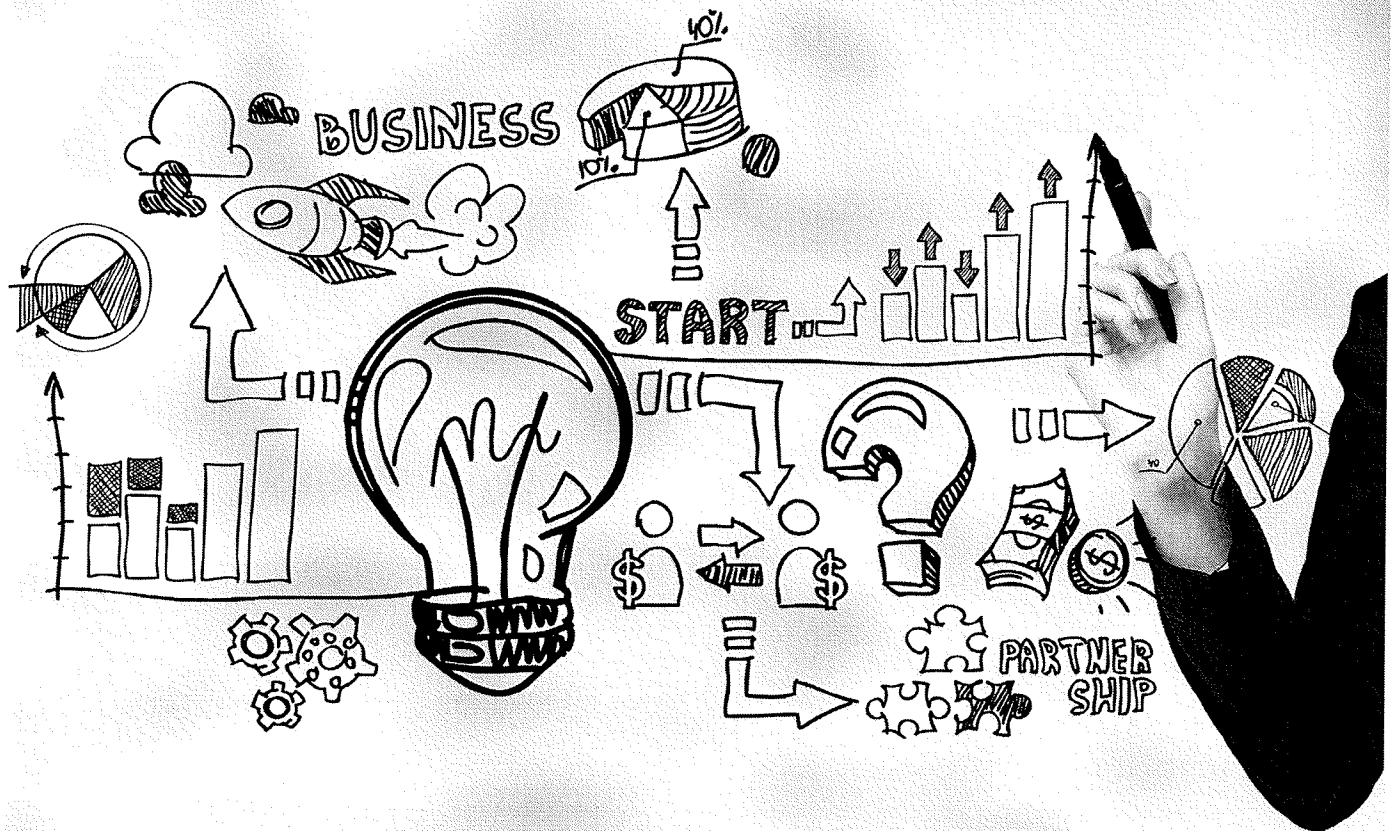
Signature

Date

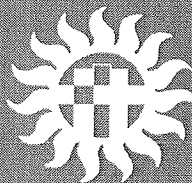
# *Business Resource*

D I R E C T O R Y

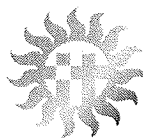
*Agencies and Information*



July 2017



**City of Las Cruces®**



## Office of the Mayor

KENNETH D. MIYAGISHIMA  
MAYOR

CITY OF LAS CRUCES

Greetings,

July 2017

The City of Las Cruces remains committed to helping businesses — both new and existing. We've seen interest in Las Cruces with businesses like Ol Gringo Chile Company and X2NSAT joining our community. We've also experienced major expansions in businesses like F & A Dairy, and restaurant and retail outlets including Game II-Extra Innings, Big O Tires, and Fitness One with additional locations each and more than 642 new business registrations last year.

The City has caught the eye of national media with the recently released WalletHub.com ranking of Las Cruces as "6th among the top Best Run Cities in America" as well as one of the "Best Cities in America for Global Trade" and "Best Cities for STEM Careers." We were also recognized as a 3-STAR Community for sustainability leadership. This is all good news and more appears on the horizon. Projects like the new Plaza de Las Cruces – a significant contributor to the 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 these factors contribute to a positive business environment.

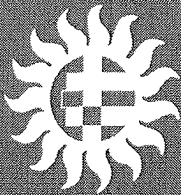
For those interested in starting a business or existing businesses seeking additional information and expertise to further their success, we present this Business Resource Directory; a compilation of business resources provided by the City's Economic Development Office and our partners in economic development. The Business Resource Directory 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 Resource Directory a useful tool and we want to thank you for all you do for the community!

Sincerely,

Ken D. Miyagishima

Mayor



# *Table of Contents*

The Business Resource Directory is drawn from multiple publicly accessible online sources.

<b>Letter From the Mayor.....</b>	<b>2</b>
<b>Table of Contents .....</b>	<b>3</b>
<b>Federal, State of New Mexico and Las Cruces Elected Officials .....</b>	<b>4-5</b>
<b>Municipal, County and State Business Services .....</b>	<b>6-7</b>
City of Las Cruces .....	6
Doña Ana County.....	7
State of New Mexico Business Services .....	7
<b>Las Cruces Business Assistance Agencies .....</b>	<b>8</b>
<b>Las Cruces Business Development Organizations.....</b>	<b>9</b>
<b>Regional Business Research Organizations .....</b>	<b>9</b>
<b>Workforce, Career and Placement Services .....</b>	<b>10-11</b>
Career and Placement Offices.....	10
Staffing Agencies .....	10-11
Training .....	11
<b>Las Cruces Utility Providers.....</b>	<b>12</b>
<b>Regional Business Assistance and Development.....</b>	<b>13</b>
<b>Regional Lending Sources .....</b>	<b>14</b>
<b>Las Cruces Traditional Lending Institutions.....</b>	<b>14</b>
<b>Financing, Investment and Funding Sources.....</b>	<b>15-16</b>
<b>General Business Assistance Websites.....</b>	<b>17-24</b>
“How To” and General Business Help.....	17
Industry and Market Information .....	18
People Information.....	18-19
Business, Demographic and Economic Data - U.S. ....	19-20
International Data .....	20-21
Export/Trade and International Business Information.....	21-22
Funding and Finance Resources .....	22
Marketing Principles and Strategies .....	22-23
Marketing and Competitor Lists .....	23
Market Research – General Sources .....	23
Market Research – Primary Sources.....	23
Market Research – Secondary Sources .....	24
Company Information .....	24



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

## **Las Cruces Members of Congress**

### **U.S. Senators**

**Senator Martin Heinrich (D)**  
505 S. Main St., Suite 148  
Las Cruces, NM 88001  
(575) 523-6561  
heinrich.senate.gov

**Senator Tom Udall (D)**  
201 N. Church St., Suite 201B  
Las Cruces, NM 88001  
(575) 526-5475  
tomudall.senate.gov

### **U.S. Representative**

**Representative Steve Pearce (R)**  
District 2  
570 N. Telshor Blvd.  
Las Cruces, NM 88011  
(855) 473-2723  
pearce.house.gov

## **State of New Mexico Elected Officials**

**Governor Susana Martinez (R)**  
490 Old Santa Fe Trail, Room 400  
Santa Fe, NM 87501  
(505) 476-2200  
susana.martinez2@state.nm.us

**Lt. Governor John Sanchez (R)**  
490 Old Santa Fe Trail, Room 477  
Santa Fe, NM 87501  
(505) 476-2250  
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

**Mary Kay Papen**  
(D-Doña Ana-38)  
904 Conway Ave.  
Las Cruces, NM 88005  
(575) 524-4462  
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

**Jeff Steinborn**  
(R-Doña Ana-36)  
P.O. Box 562  
Las Cruces, NM 88004  
(575) 635-5615  
jeff.steinborn@nmlegis.gov

## **Las Cruces State Representatives**

**Joanne J. Ferrary**  
(D-Doña Ana-37)  
6100 Morning Sun Way  
Las Cruces, NM 88012  
(575) 649-1231  
joanne.ferrary@nmlegis.gov

**Doreen Y. Gallegos**  
(D-Doña Ana-52)  
4301 Summit Lane  
Las Cruces, NM 88011  
(575) 649-6325  
doreen.gallegos@nmlegis.gov

**Bealquin "Bill" Gomez**  
(D-Doña Ana-34)  
400 Dawson Road  
La Mesa, NM 88044  
(575) 642-1379  
bealquina@msn.com

**Rodolpho "Rudy" S. Martinez**  
(R-Doña Ana, Grant, Sierra-39)  
P. O. Box 164  
Bayard, NM 88023  
(575) 534-7546  
rodolpho.martinez@nmlegis.gov

**Bill McCamley**  
(D-Doña Ana-33)  
P.O. Box 458  
Mesilla Park, NM 88047  
(575) 496-5721  
bill.mccamley@nmlegis.gov

**Angelica Rubio**  
(D-Doña Ana-35)  
P.O. Box 2155  
Las Cruces, NM 88004  
(575) 616-1090  
angelica.rubio@nmlegis.gov

**Nathan P. Small**  
(D-Doña Ana-36)  
1320 Fourth Street  
Las Cruces, NM 88005  
(575) 496-9540  
nathan.small@nmlegis.gov

## **City of Las Cruces**

### **Mayor and 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 and Appointees**

### **Economic Development Department**

Matthew Geisel, Secretary  
(505) 827-0305  
1100 S. St. Francis Dr., Santa Fe, NM 87505  
gonm.biz/about-us/cabinet-secretary

### **Office of the Secretary of State**

Maggie Toulouse Oliver, Secretary  
(505) 827-3614  
New Mexico Capitol Annex North  
325 Don Gaspar, Suite 300, Santa Fe, NM 87501  
sos.state.nm.us

### **Department of Agriculture**

Jeff Witte, Director  
(575) 646-3007  
3190 S. Espina St., Las Cruces, NM 88003  
nmda.nmsu.edu

### **Regulation and Licensing Department**

Mike Unthank, Superintendent  
(505) 476-4500  
2550 Cerrillos Rd., Santa Fe, NM 87505  
rld.state.nm.us

### **Taxation and Revenue Department**

John Monforte, Secretary  
(505) 827-0341  
1100 S. St. Francis Dr., Santa Fe, NM 87504  
tax.newmexico.gov

### **Department of Transportation**

Tom Church, Secretary  
(505) 8275258  
1120 Cerrillos Rd., Santa Fe, NM 87504  
dot.state.nm.us

### **Workers' Compensation Administration**

Darin Childers, Director  
(505) 841-6000  
2410 Centre Ave. SE, Albuquerque, NM 87125  
workerscomp.state.nm.us

### **Department of Workforce Solutions**

Secretary, Celina Bussey  
(505) 841-8405  
401 Broadway Blvd. NE, Albuquerque, NM 87102  
dws.state.nm.us



# *Municipal, County and State Business Services*

## **City of Las Cruces Business Services** 700 N. Main St., Las Cruces, NM 88001

### **Economic Development Department**

The EDD supports existing Las Cruces businesses and new businesses by providing information on regulations required by the city, access to a network of helpful partners, free one-on-one consultation, well-defined direction, and assistance to businesses as needed.

[las-cruces.org/econdev](http://las-cruces.org/econdev)  
[econdev@las-cruces.org](mailto:econdev@las-cruces.org)  
(575) 528-3477

### **Visit Las Cruces**

The Visit Las Cruces website provides entertainment and cultural information to visiting business, organization representatives, and tourists. The Visit Las Cruces website features links to other southwest NM cities, the state's tourism website as well as Las Cruces itself.

[lascrucescvb.org](http://lascrucescvb.org)  
211 N. Water St., Las Cruces, NM 88001  
(575) 541-2444

### **Film Las Cruces**

Film Las Cruces is a local nonprofit organization which promotes Las Cruces as a prime film location. Film Las Cruces 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.

[filmlascruces.com](http://filmlascruces.com)  
[liaison@filmlascruces.com](mailto:liaison@filmlascruces.com)  
(575) 805-3456

### **Business License 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.

[las-cruces.org/business](http://las-cruces.org/business)  
[business@las-cruces.org](mailto:business@las-cruces.org)  
(575) 528-3059

### **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.

[las-cruces.org/inspectionrequests](http://las-cruces.org/inspectionrequests)  
[inspectionrequest@las-cruces.org](mailto:inspectionrequest@las-cruces.org)  
(575) 528-3222

### **Planning and Zoning**

Community Development Department addresses all zoning issues for the City. 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.

[las-cruces.org/planning](http://las-cruces.org/planning)  
[devservices@las-cruces.org](mailto:devservices@las-cruces.org)  
(575) 528-3043



## *Municipal, County and State Business Services*

### **Doña Ana County Business Services** 845 N. Motel Blvd., Las Cruces, NM 88007

#### **Business License Registration**

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

[donaanacounty.org/clerk/business](http://donaanacounty.org/clerk/business)  
(575) 647-7421

#### **Planning and Zoning**

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.

[donaanacounty.org/development](http://donaanacounty.org/development)  
(575) 647-7350

## **State of New Mexico Business Services**

#### **Business License Registration**

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.

[nmprc.state.nm.us](http://nmprc.state.nm.us)  
1120 Paseo De Peralta, Santa Fe, NM 87504  
(888) 427-5772

#### **New Mexico Taxation and Revenue Department**

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

[tax.newmexico.gov](http://tax.newmexico.gov)  
2540 El Paseo, Bldg. #2, Las Cruces, NM 88001  
(575) 524-6225

#### **New Mexico Regulation and Licensing Department**

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.

[rld.state.nm.us](http://rld.state.nm.us)  
2550 Cerrillos Rd., Santa Fe, NM 87505  
(505) 476-4500

#### **New Mexico Economic Development Department**

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.

[gonm.biz](http://gonm.biz)  
110 S. St. Francis Drive, Santa Fe, NM 87505  
(505) 827-0300



## Las Cruces Business Assistance Agencies

### Arrowhead Center

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

[arrowheadcenter.nmsu.edu](http://arrowheadcenter.nmsu.edu)

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

3655 Research Dr., MSC 700, Las Cruces, NM 88003

(575) 646-6120

### High Tech Consortium of Southern New Mexico

The High Tech Consortium of Southern New Mexico 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.

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

PO Box 456, Las Cruces, NM 88004

(575) 521-0018

### NMSU Cooperative Extension Service

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.

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

530 N. Church St., Las Cruces, NM 88001

(575) 646-3015

### Procurement Technical Assistance Program

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.

[nmptap.org](http://nmptap.org)

2345 E. Nevada Ave., Suite #101, Las Cruces, NM 88001

(575) 528-7431

### SCORE

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

[scorelascruces.org](http://scorelascruces.org)

Cathie Fern, Chair

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

505 S. Main St., Las Cruces, NM 88001

(575) 523-5627

### Small Business Development Center

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

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

Jo Ann Garay, Director

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

(575) 527-7600

### WESST

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.

[wesst.org](http://wesst.org)

Manuel Morales, Regional Manager for Las Cruces

[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**

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

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

**Arianna Parsons, Executive Director**

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

**138 S. Water St., Las Cruces**

**(575) 525-1955**

### **Greater Las Cruces Chamber of Commerce**

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.

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

**505 S. Main, Ste. 134, Las Cruces, NM 88001**

**(575) 524-1968**

### **Skill-Ready Doña Ana**

The Greater Las Cruces Chamber of Commerce's SRDA program is a community partnership that works with area employers, schools, colleges, and community based organizations to help students and citizens increase their "Work Readiness" abilities.

[lascruces.org/skillready.php](http://lascruces.org/skillready.php)

**505 S. Main St., Suite 134, Las Cruces, NM 88001**

**(575) 524-1968**

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

Serves and assists local area businesses through networking and providing a forum for discussion of a variety of issues affecting the Las Cruces business community.

[lascruceshispanicchamber.com](http://lascruceshispanicchamber.com)

**277 E. Amador Ave., Ste. 305, Las Cruces, NM 88001**

**(575) 524-8900**

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

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

[locallascruces.com](http://locallascruces.com)

**221 N. Main St., Las Cruces, NM 88001**

**(575) 323-1575**

### **Mesilla Valley Economic Development Alliance**

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

[mveda.com](http://mveda.com)

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

**277 E. Amador, Las Cruces, NM 88004**

**(575) 525-2852**

## Regional Business Research Organizations

### **Border Region Modeling Project –**

#### **University of Texas at El Paso**

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

[academics.utep.edu](http://academics.utep.edu)

**500 W. University Ave., El Paso, TX 79968**

**(915) 747-7747**

### **Bureau of Business and Economic Research –**

#### **University of New Mexico**

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

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

**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 and Placement Offices

#### **Doña Ana Community College:**

##### **Career Placement and Cooperative Education 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.

**dacc.nmsu.edu/help4students**

##### **Career Placement**

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

#### **New Mexico Department of Workforce Solutions**

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.

**dws.state.nm.us**

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

#### **NMSU Career Services**

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.

**careerservices.nmsu.edu**

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

### Staffing Agencies

#### **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.

**roberthalf.com/accountemps**

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

#### **DM Dickason Personnel Services**

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.

**dmdickason.com**

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

#### **itsQuest, Inc.**

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

**itsquest.com**

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

#### **Kelly Services**

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.

**kellyservices.com/Global/home/**

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

#### **Labor Ready**

Labor Ready is a leading multinational source of labor for companies in a variety of industries. The company provides staffing solutions.

**peopleready.com**

**1001 N. Solano Drive, Suite C, Las Cruces, NM, 88001  
(575) 541-5823**

#### **Manpower**

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.

**manpower.com**

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



### OfficeTeam

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.

[roberthalf.com/officeteam](http://roberthalf.com/officeteam)

4100 Rio Bravo St., El Paso, TX 79902

(915) 546-4080

### RMPersonnel, Inc

RMPersonnel provides temporary workers, executive recruiting, professional employer services and human resources consulting.

[rmpersonnel.com](http://rmpersonnel.com)

5070 Doniphan, Suite E, El Paso, TX 79932

(915) 587-5777

### Training

#### Doña Ana Community College Customized Training

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.

[dacc.nmsu.edu/ctp/](http://dacc.nmsu.edu/ctp/)

2345 E. Nevada Ave., Las Cruces, NM 88011

(575) 527-7776

#### El Paso Community College

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.

[epcc.edu/WorkforceDevelopment/Pages/default.aspx](http://epcc.edu/WorkforceDevelopment/Pages/default.aspx)

9050 Viscount Blvd., El Paso, TX 79925

(915) 831-3722

#### University of Phoenix-Santa Teresa

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.

[phoenix.edu](http://phoenix.edu)

1270 County Club Rd., Santa Teresa, NM 8800

(575) 874-4600

### International Truck Driving School

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.

[internationalschools.com/index.php/cdl-training-locations/cdl-training-new-mexico/las-cruces-new-mexico](http://internationalschools.com/index.php/cdl-training-locations/cdl-training-new-mexico/las-cruces-new-mexico)

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

(575) 528-7449

### Mesilla Valley Training Institute

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.

[m-v-t-i.com](http://m-v-t-i.com)

3530 W. Picacho Ave., Las Cruces, NM 88007

(575) 541-7983

### Skill-Ready Doña Ana (SRDA)

#### Greater Las Cruces Chamber of Commerce

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

[lascruces.org/skillready.php](http://lascruces.org/skillready.php)

505 S. Main St., Suite 134, Las Cruces, NM 88001

(575) 524-1968

### Vista College/Computer Career Center

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.

[vistacollege.edu](http://vistacollege.edu)

850 N. Telshor Blvd, Suite F-G, Las Cruces, NM 88001

(575) 993-5952

### New Mexico Workforce Connection

#### – Southwestern Area

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.

[employnm.com](http://employnm.com) or [employnm.com/train.php](http://employnm.com/train.php)

or [jobs.state.nm.us](http://jobs.state.nm.us)

226 S. Alameda, Las Cruces, NM 88005

(575) 524-6250





## Las Cruces Utility Providers

### **CenturyLink Business**

CenturyLink Business can set up your internet functions, telephone system, general communications and connect your business to the cloud.

[centurylink.com/small-business/](http://centurylink.com/small-business/)

700 S. Telshor Blvd., Las Cruces, NM 88001  
(575) 222-1335

### **City of Las Cruces Utilities Department**

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.

[las-cruces.org/Departments/Utilities.aspx](http://las-cruces.org/Departments/Utilities.aspx)

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

### **Comcast Business**

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

[business.comcast.com/home](http://business.comcast.com/home)

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

### **Doña Ana County Utilities Office**

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.

[donaanacounty.org/works/utilities](http://donaanacounty.org/works/utilities)

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

### **Doña Ana Mutual Domestic Water Consumers Association**

Doña Ana MDWCA is committed to provide quality water and sanitation services for members of the community. They are a political subdivision of the State of New Mexico and is considered a membership association who provides water and wastewater services.

[dawater.org](http://dawater.org)

5535 Ledesma Drive, Las Cruces, NM 88007  
(575) 526-9306

### **El Paso Electric**

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

[epelectric.com](http://epelectric.com)

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

### **Fastwave**

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.

[fastwave.biz](http://fastwave.biz)

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

### **Moongate Water Company**

Serving the residents and commercial water needs in and around Las Cruces since 1971.

[moongatewater.com](http://moongatewater.com)

[moongate@moongatewater.com](mailto:moongate@moongatewater.com)

9301 Bataan Memorial West, Las Cruces, NM 88012  
(575) 382-7001

### **Zia Natural Gas Company**

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

[zngc.com](http://zngc.com)

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

## Regional Business Assistance and Development

### **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 and medium sized businesses, or large well-established companies.

[centerfornonprofitexcellence.org/nonprofit-directory/nonprofit/11608](http://centerfornonprofitexcellence.org/nonprofit-directory/nonprofit/11608)

**Dr. Paul Maxwell**

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

**Executive Director and CEO**

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

**(915) 534-8122**

### **Border Industrial Association**

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.

[nmbia.org](http://nmbia.org)

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

**(575) 589-2200**

### **Borderplex Alliance**

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.

[borderplexalliance.org](http://borderplexalliance.org)

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

**(915) 298-1000**

### **International Business Accelerator**

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.

[nmiba.com](http://nmiba.com)

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

**(575) 589-2200**

### **New Mexico Border Authority**

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

[nmborder.com/About\\_Us.aspx](http://nmborder.com/About_Us.aspx)

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

**(575) 589-6501**

### **New Mexico Community Capital**

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.

[nmccap.org](http://nmccap.org)

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

**(505) 924-2820**

### **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.

[newmexicomep.org](http://newmexicomep.org)

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

**87110 (575) 624-2647**

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

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.

[gonm.biz/business-resource-center/edd-programs-for-business/office-of-business-advocacy](http://gonm.biz/business-resource-center/edd-programs-for-business/office-of-business-advocacy)

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

**(800) 374-3061**

### **New Mexico Office of 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.

[gonm.biz/business-resource-center/brc-directory/nm-economic-development-dept-international-trade-division](http://gonm.biz/business-resource-center/brc-directory/nm-economic-development-dept-international-trade-division)

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

**(800) 374-3061**

### **New Mexico Small Business Assistance Program**

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.

[nmsbaprogram.org](http://nmsbaprogram.org)

## Regional Lending Sources

### **ACCioN New Mexico**

ACCioN 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.

**accion.org**

**accion@accionnm.org**

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

**(505) 243-8844**

### **Farm Service Agency**

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.

**fsa.usda.gov**

**Leah Bradfute, Loan Manager**

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

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

### **Small Business Development Center**

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

**nmsbdc.org/las-cruces.aspx**

**Jo Ann Garay, Director**

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

**(575) 527-7600**

### **New Mexico Community Development Loan Fund**

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.

**loanfund.org**

**info@loanfund.org**

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

**(505) 243-3196**

### **Tierra del Sol Housing Corporation**

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

**tierradelsolhousing.org**

**Arturo Marrujo, Home Ownership Director**

**amarrujo@tierradelsolhousing.org**

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

**(575) 541-0477**

### **WESST**

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.

**wesst.org**

**Manuel Morales, Las Cruces Regional Manager**

**mmorales@wesst.org**

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

**(575) 541-1583**

## 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**

## Financing, Investment and Funding Sources

### **Altira**

An oil and gas investment firm 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.

[altiragroup.com](http://altiragroup.com)

[info@altiragroup.com](mailto:info@altiragroup.com)

Altira Group LLC

1675 Broadway, Suite 2400, Denver, CO 80202

(303) 592-5500

### **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 and medium sized businesses, or large well-established companies.

[centerforprofitexcellence.org/nonprofit-directory/nonprofit/11608](http://centerforprofitexcellence.org/nonprofit-directory/nonprofit/11608)

Dr. Paul Maxwell, Executive Director and CEO

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

4950 McNutt Rd., Santa Teresa, NM 88008

(915) 534-8122

### **Blue Sage Capital, LP**

Interested in companies that have the potential to become market leaders. The firm looks for strong management teams and has a history of working with a variety of businesses from waste management to pizza franchises.

[bluesage.com](http://bluesage.com)

[contact@bluesage.com](mailto:contact@bluesage.com)

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

(512) 536-1900

### **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.

[cvf-nm.org](http://cvf-nm.org)

190 Central Park Square, Los Alamos, NM 87544

(505) 662-0048

### **Cottonwood Technology Fund**

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.

[cottonwoodtechnologyfund.com](http://cottonwoodtechnologyfund.com)

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

(505) 412-8537

### **Finance New Mexico**

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.

[financenewmexico.org](http://financenewmexico.org)

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

### **Flywheel Ventures**

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.

[flywheelventures.com](http://flywheelventures.com)

9204 San Mateo NE, Albuquerque, NM 87113

(800) 750-7870

### **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.

[fortwashington.com](http://fortwashington.com)

263 Staab St., Santa Fe, NM 87501

(505) 986-1552

### **International Venture Fund**

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.

[invencor.com](http://invencor.com)

### **Invest In The USA**

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.

[iiousa.org](http://iiousa.org)

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

300 New Jersey Ave., NW, Suite 1075,

Washington, DC 20001

(202) 795-9669

### **Mesa Capital Partners**

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.

[mesacp.com](http://mesacp.com)



#### **New Mexico Angels**

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

**nmangels.com**

**1155 University Blvd., SE, Albuquerque, NM 87106  
(505) 843-4206**

#### **New Mexico Finance Authority**

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.

**nmfa.net**

**207 Shelby St., Santa Fe, NM 87501  
(575) 984-1454**

#### **New Mexico Finance Development Team**

The Business Program 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.

**gonm.biz/business-resource-center/edd-programs-for-business/finance-development**

**1100 St. Francis Dr., Santa Fe, NM 87505  
(800) 374-3061**

#### **New Mexico Community Capital**

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

**nmccap.org**

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

#### **New Mexico FundIT**

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.

**gonm.biz/business-resource-center/edd-programs-for-business/finance-development/fundit**

**Economic Development Department**

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

#### **Psilos Group**

Psilos is a venture capital firm focused on providing venture and growth capital to companies operating in the healthcare economy.

**psilos.com**

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

#### **Sun Mountain Capital**

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.

**sunmountaincapital.com**

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

#### **Technology Funding**

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.

**techfunding.com**

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

#### **Technology Ventures Corporation**

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

**techventures.org**

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

#### **Tullis Health Investors**

A family of funds - each focused exclusively on healthcare.  
**tullisfunds.com**

#### **USDA Rural Development Business Loans and Grant**

The Business Program 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.

**urdev.usda.gov**

**2507 N. Telshor, Ste. 3, Las Cruces, NM 88011  
(575) 522-8775 ext. 4**

#### **Verge Fund**

Verge Fund is a venture capital fund which invests in seed-stage, high-growth ventures primarily in the technology sector in the Southwest.

**vergefund.com**

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



## General Business Assistance Websites

### "How To" and General Business Help

#### **AllBusiness**

Offers a number of short articles on various aspects of running a small business. 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.

**[allbusiness.com](http://allbusiness.com)**

#### **BizToolkit**

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.

**[biztoolkit.org](http://biztoolkit.org)**

#### **Business Insider**

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.

**[businessinsider.com](http://businessinsider.com)**

#### **Business Week Online/Bloomberg Business**

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.

**[bloomberg.com/businessweek](http://bloomberg.com/businessweek)**

#### **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.

**[entrepreneur.com](http://entrepreneur.com)**

#### **Expertise**

Provides useful information for small businesses in the form of directories and articles that cover a variety of topics.

**[expertise.com/small-business](http://expertise.com/small-business)**

#### **Inc.**

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."

**[inc.com](http://inc.com)**

#### **My Own Business**

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.

**[myownbusiness.org](http://myownbusiness.org)**

#### **Reference for Business**

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."

**[referenceforbusiness.com](http://referenceforbusiness.com)**

#### **SCORE Template Gallery**

Offers templates for business planning, and also provides a link to contact a SCORE mentor for expert business planning advice.

**[core.score.org/resources/tab-a](http://core.score.org/resources/tab-a)**

#### **Top Markets Series: Export Opportunities – International Trade Administration**

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.

**[trade.gov/topmarkets/?utm\\_source=comboandutm\\_medium=otherandutm\\_campaign=topmarkets](http://trade.gov/topmarkets/?utm_source=comboandutm_medium=otherandutm_campaign=topmarkets)**





## Industry and Market Information

### Alacra industry Spotlights

Collects 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.

[alacrastore.com/search-by/industry](http://alacrastore.com/search-by/industry)

### FindBroadband

The most complete resource for business internet in Las Cruces. Search by address to find providers and services available. In addition to listing all providers in the Las Cruces area, you can find nearby datacenters, fiber-lit buildings, and broadband maps.

[findbroadband.com](http://findbroadband.com)

### Market Potential Index for Emerging Markets

Designed to assist businesses in determining which international markets to enter and the appropriate marketing strategies for those countries.

[globaledge.msu.edu/resourcedesk/mpi/](http://globaledge.msu.edu/resourcedesk/mpi/)

### SBDCNET – National Information Clearinghouse

Provides industry profiles for more than 70 industries. The profiles are geared to actual business owners in mostly local retail and service sectors.

[sbdnet.org](http://sbdnet.org)

### U.S. Bureau of Economic Analysis – Industry Economic Accounts

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.

[bea.gov/industry/index.htm](http://bea.gov/industry/index.htm)

### U.S. Bureau of Labor Statistics – Industries at a Glance

Browse hundreds of industry profiles alphabetically or in numerical order by NAICS industry codes.

[bls.gov/iag/home.htm](http://bls.gov/iag/home.htm)

### U.S. Census Bureau – Economic 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 NAICS categories.

[census.gov/programs-surveys/economic-census.html](http://census.gov/programs-surveys/economic-census.html)

### U.S. Census Bureau – Current Industrial Reports

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

[census.gov/manufacturing/cir/index.html](http://census.gov/manufacturing/cir/index.html)

### U.S. Department of Commerce

The USDC's Find Data webpages feature Key Economic Indicators. Included are current stats for GDP, Personal Income and Outlays, Durable Goods, Manufacturing and Trade Investments and Sales along with numerous other reports.

[commerce.gov/economicindicators](http://commerce.gov/economicindicators)

### Valuation Resources – Industry information Resources

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.

[valuationresources.com/industryReport.htm](http://valuationresources.com/industryReport.htm)

## People Information

### LinkedIn

Can be mined for personal or business information. You can search for a person or company through the advanced search feature.

[linkedin.com](http://linkedin.com)

### Salesforce Datacom

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.

[salesforce.com/data/overview](http://salesforce.com/data/overview)

### Spokeo

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.

[spokeo.com](http://spokeo.com)

### Yasni

A search site which 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

[yasni.com](http://yasni.com)



### **ZoomInfo**

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.

**zoominfo.com**

### **Business, Demographic and Economic Data - U.S.**

#### **EconData.net**

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.

**econdata.net**

#### **Economic Indicators**

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.

**census.gov/economic-indicators**

#### **Federal Communications Commission**

Provides data and statistics on wireless and wireline communication services and 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.

**fcc.gov/wcb/iatd**

#### **The Wireless Telecommunications Bureau**

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.

**wireless.fcc.gov**

#### **Federal Reserve Board Economic Research and Data**

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.

**federalreserve.gov/rnd.htm**

### **FedStats**

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.

**fedstats.sites.usa.gov/about**

### **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 2010 Census.

**freedemographics.com**

### **The Gallup Poll**

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.

**galluppoll.com**

### **National Center for Health Statistics**

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.

**cdc.gov/nchs**

### **National Federation of Independent Business 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.


**nfib.com/research-foundation**

### **North American Industry Classification System**

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 2017 NAICS codes with links to definitions.

**census.gov/cgi-bin/sssd/naics/naicsrch**





### **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.

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

### **SBA Office of Advocacy**

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.

[www.sba.gov/category/advocacy-navigation-structure/state-activities](http://www.sba.gov/category/advocacy-navigation-structure/state-activities)

### **SBDcnet – Demographics**

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.

[www.sbdcnet.org/industry-links/demographics-links](http://www.sbdcnet.org/industry-links/demographics-links)

### **Statemaster**

Allows you to research and compare data on U.S. states. 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.

[www.statemaster.com/index.php](http://www.statemaster.com/index.php)

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

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.

[www.lib.umich.edu/articles/search?kw=statistical%20resources%20on%20the%20web](http://www.lib.umich.edu/articles/search?kw=statistical%20resources%20on%20the%20web)

### **StatsAmerica**

Provides one-stop access to useful U.S. data sites and tools supported by the Economic Development Administration.

[statsamerica.org/list.aspx](http://statsamerica.org/list.aspx)

### **U.S. Bureau of Economic Analysis**

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.

[www.bea.gov/index.htm](http://www.bea.gov/index.htm)

### **U.S. Bureau of Labor Statistics**

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.

[www.bls.gov/home.htm](http://www.bls.gov/home.htm)

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

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.

[www.census.gov/economic-indicators/](http://www.census.gov/economic-indicators/)

### **U.S. Census Bureau – Economic Census**

Profiles American business every five years, from the national to the local level.

[www.census.gov/econ](http://www.census.gov/econ)

### **USA Today 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.

[www.usatoday.com/money](http://www.usatoday.com/money)



### **International Data**

#### **Database of International Statistical Activities**

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.

[www1.unece.org/stat/platform](http://www1.unece.org/stat/platform)

#### **FAOSTAT**

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.

[faostat.fao.org](http://faostat.fao.org)



### **NationMaster.com**

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.

[nationmaster.com/index.php](http://nationmaster.com/index.php)

### **Organization for Economic Cooperation and Development**

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.

[oecd.org](http://oecd.org)

### **Statistical Sites on the World Wide Web,**

Provides links to government statistical agencies in the United States and in several dozen countries around the world.

[bls.gov/bls/other.htm](http://bls.gov/bls/other.htm)

### **Undata**

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.

[data.un.org](http://data.un.org)

### **US Energy Administration – International Statistics**

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.

[eia.doe.gov/emeu/international/contents.html](http://eia.doe.gov/emeu/international/contents.html)

### **Export/Trade and International Business Information**

#### **Doing Business in...**

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.

[hlbi.com/index.php?option=com\\_content&view=article&id=1086&Itemid=1257](http://hlbi.com/index.php?option=com_content&view=article&id=1086&Itemid=1257)

### **Export.gov**

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.

[export.gov/texas](http://export.gov/texas)

### **Federation of International Trade Associations**

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.

[fita.org/index.html](http://fita.org/index.html)

### **globalEDGETM**

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.

[globalede.msu.edu](http://globalede.msu.edu)

### **Market Research**

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.

[export.gov/Market-Intelligence](http://export.gov/Market-Intelligence)

### **StatUSA – GLOBUS and NTDB**

A service offered by the U.S. Department of Commerce. The web-site provides trade leads and international trade resources, including the NTDB Global Trade Directory.

[guides.ucf.edu/statusa/NTDB](http://guides.ucf.edu/statusa/NTDB)

### **Top Markets Series: Export Opportunities – International Trade Administration**

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.gov/topmarkets/?utm\\_source=comboandutm\\_medium=otherandutm\\_campaign=topmarkets](http://trade.gov/topmarkets/?utm_source=comboandutm_medium=otherandutm_campaign=topmarkets)



### Trade Data Online

Provides customized reports on Canadian and U.S. trade in goods in more than 200 countries. Data for these reports comes from Statistics Canada and the U.S. Census Bureau.  
[ic.gc.ca/epic/site/tdo-dcd.nsf/en/Home](http://ic.gc.ca/epic/site/tdo-dcd.nsf/en/Home)

### UN Comtrade

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.  
[comtrade.un.org/db/](http://comtrade.un.org/db/)

### U.S. Census Bureau – Foreign Trade

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.  
[census.gov/foreign-trade/index.html](http://census.gov/foreign-trade/index.html)

### World Trade Organization Statistics Database

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.  
[wto.org/english/res\\_e/statis\\_e/statis\\_e.htm](http://wto.org/english/res_e/statis_e/statis_e.htm)

## Funding and Finance Resources

### 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.  
[businessfinance.com](http://businessfinance.com)

### Entrepreneur.com – Money

Offers dozens of articles organized by topics such as angel investors, bank and microloans, government funding, self-financing, and startup financing.  
[entrepreneur.com/money/index.html](http://entrepreneur.com/money/index.html)

### Fintel Scorecard

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.  
[secure.fintel.us/scorecard](http://secure.fintel.us/scorecard)

### How to Get A Business Loan

Kate Williams, PhD., a member of the Consumer Affairs Research Team, does an excellent job of putting together a well written "how to" piece that takes the entrepreneur, who is either working on launching a startup or involved in a business expansion, through the various steps involved in

preparing for and acquiring a business loan.

[consumeraffairs.com/finance/how-to-get-a-business-loan.html#](http://consumeraffairs.com/finance/how-to-get-a-business-loan.html#)

### Invest in the USA

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.

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

### Invest US/eb5 New Mexico

The United States Citizenship and Immigration Service 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 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.  
[investus-eb5.com](http://investus-eb5.com) or [connect@investus-eb5.com](mailto:connect@investus-eb5.com)  
609 Broadway Boulevard NE, Suite 227  
Albuquerque, NM 87102  
(505) 246-6902

### SBA – Financial Assistance

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.  
[sba.gov/financing](http://sba.gov/financing)

## Marketing Principles and Strategies

### Business Owner's Toolkit: Marketing Your Product


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 and market research.  
[bizfilings.com/toolkit/research-topics/marketing/business-success-depends-upon-successful-marketing](http://bizfilings.com/toolkit/research-topics/marketing/business-success-depends-upon-successful-marketing)

### Duct Tape Marketing

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.  
[ducttapemarketing.com](http://ducttapemarketing.com)

### MarketingSherpa

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.  
[marketingsherpa.com/freestuff.html](http://marketingsherpa.com/freestuff.html)

#### **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.  
[mplans.com/sample-marketing-plans.php#](http://mplans.com/sample-marketing-plans.php#)

#### **SBA – Market and Price**

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.  
[sba.gov/managing-business/growing-your-business/developing-marketing-plan](http://sba.gov/managing-business/growing-your-business/developing-marketing-plan)

#### **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**

Offers leads from more than 25 million businesses and 160 million households. The site also provides lists from real estate records, new borrowers, and professionals.  
[acculeads.com](http://acculeads.com)

#### **ListFinder**

Offers a searchable database of more than 50,000 direct mail lists. In addition, the site features articles about direct marketing, web marketing, direct mail, legal and regulatory issues, and other topics.  
[listfinder.com](http://listfinder.com)

#### **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.  
[srds.com](http://srds.com)

#### **Superpages**

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.  
[superpages.com](http://superpages.com)

#### **Market Research - General Sources**

##### **allBusiness – Secondary vs. Primary Market Research**

Explains the difference between primary and secondary research, and links to several short articles that provide information on conducting market research.

[allbusiness.com/the-difference-between-secondary-and-primary-market-research-1310-1.html](http://allbusiness.com/the-difference-between-secondary-and-primary-market-research-1310-1.html)

##### **Inc.com – Market Research**

Archived Inc. articles about market research, including low-budget suggestions for conducting your own market research.

[inc.com/guides/marketing/24018.html](http://inc.com/guides/marketing/24018.html)

##### **Market Research, Industry Research, Business Research**

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.

[virtualpet.com/industry/howto/search.htm](http://virtualpet.com/industry/howto/search.htm)

#### **Market Research - Primary Sources**

*A few tools to conduct your own primary research.*

##### **Conducting Focus Groups**

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.

[ctb.ku.edu/en/table-of-contents/assessment/assessing-community-needs-and-resources/conduct-focus-groups/main](http://ctb.ku.edu/en/table-of-contents/assessment/assessing-community-needs-and-resources/conduct-focus-groups/main)

##### **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.

[en.wikipedia.org/wiki/Focus\\_group](http://en.wikipedia.org/wiki/Focus_group)

##### **Online Surveys**

A subscription based survey and polling product. Vanguard Vista offers a robust subscription-based survey product, but also provides a free "quick poll" tool,

[vista-survey.com/features/quick-poll.htm](http://vista-survey.com/features/quick-poll.htm)

##### **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.

[surveymonkey.com](http://surveymonkey.com)



## Market Research – Secondary Sources

*Find useful market information and research from industry and professional association websites.*

### **BizMiner**

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.

**[bizminer.com/index.asp](http://bizminer.com/index.asp)**

### **First Research Industry Reports**

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.

**[firstresearch.com](http://firstresearch.com)**

### **Manta**

Provides more than half a million reports from market research firms like Datamonitor, SGA Executive Tracker, Wright Reports and ICON. Use the free search feature to find in-depth reports and research, or browse by companies, report type publisher or year published.

**[manta.com](http://manta.com)**

### **MarketResearch.com**

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.

**[marketresearch.com](http://marketresearch.com)**

## Company Information

*Company websites are often a valuable source of information on all aspects of the company. 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. Business information is also available for free or a small fee. Most states collect information on corporations, sales tax revenues, demographics, wages and employment, and licensed professionals*

### **AnnualReports.com**

A free directory of company annual reports.

**[annualreports.com/default.aspx](http://annualreports.com/default.aspx)**

### **BizJournals.com**

Offers recent news from more than 40 local business journals. You can search and view articles by topic, industry, or market location.

**[bizjournals.com](http://bizjournals.com)**

### **ChubbyBrain**

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.

**[chubbybrain.com](http://chubbybrain.com)**

### **CrunchBase**

A free database of technology companies, people, and investors that anyone can edit. 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.

**[crunchbase.com](http://crunchbase.com)**

### **EDGAR Company Search**

Search the U.S. Securities and Exchange Commission (SEC) EDGAR database for company information, including real-time filings. Company filings are available from 1994.

**[sec.gov/edgar/searchedgar/companysearch.html](http://sec.gov/edgar/searchedgar/companysearch.html)**

### **High Beam Research**

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.

**[highbeam.com](http://highbeam.com)**

### **Hoovers.com**

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.

**[hoovers.com](http://hoovers.com)**

### **IIRx.com – Business Filings Databases**

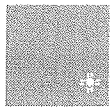
A listing of links to corporate and business filings available online. All 50 states make some level of corporate and business filings available online.

**[iirx.com/columns/roundup29.htm](http://iirx.com/columns/roundup29.htm)**

### **thomas.net**

An industrial search engine that allows the user 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.

**[thomasnet.com](http://thomasnet.com)**



April 3, 2018

To Whom it May Concern,

The role of the New Mexico Economic Development Partnerships is to market the state to companies, convince them to take a look at our communities, and then collaborate with local economic development organizations to turn these opportunities into jobs and investment. We are a public-private partnership, supported by a contract with the New Mexico Economic Development Department and contributions from private sector companies across the state.

Throughout New Mexico we have designated select local economic development organizations as being our official points of contact within each community. These are the organizations that are authorized to receive our requests for proposals related to the prospects we attract to look at the state, and be our partners throughout the process of working with these companies to help them select New Mexico.

Dona Ana County is one of the critical economic engines of the state, and we are fortunate to have a local team that we can work with to make the most of what this region can contribute. In Dona Anna County, we work exclusively with MVEDA as our local partner, and we know based on vast experience that we can rely on them to deliver at every step of the process. Having a strong single-point of contact locally is crucial to ensuring that we have the best chance of being successful when we do bring prospects to the area, and we are highly appreciative of the county's decision to continue supporting MVEDA.

Kind Regards,

Tim Nitti,

President & CEO

NM Partnership





# MVEDA PROTOCOL With The Borderplex Alliance

10/31/13

## Protocols on Regional Interaction & Prospect Management

### PROSPECT HANDLING PROTOCOLS

*The set of prospect handling protocols established by MVEDA is intended to promote effective teamwork while enhancing competitiveness between the Borderplex region's economic development participants through more seamless responses to the inquiries of prospective industries and potential projects. This will in turn enhance the competitiveness of the region and reduce redundancy. While final determination of a site is ultimately the responsibility of the client and largely market-driven, these protocols are intended to ensure a fair and equitable process. This document is meant to establish protocols between the Borderplex Alliance and MVEDA only. However, this may be used as a framework for how the Alliance chooses to work with its other communities.*

1. The Borderplex Alliance (hereinafter referred to as Alliance) will be actively generating and qualifying potential business relocation leads for the Borderplex region to include NMBorderplex (MVEDA), El Paso, and Cd. Juarez, and for providing assistance to these communities as requested for leads generated by that community.
2. For leads that it generates, the Alliance will qualify each lead in a timely manner and classify each lead as to its viability as a prospective locate in the Borderplex Region.
3. Upon qualifying a lead as a prospect, the Alliance will generate a Client Parameter Profile and Request for Information (RFI). This information will then be handed over to MVEDA electronically for fulfillment of client requests and needs. MVEDA will use best efforts to respond to the RFI in a timely manner or on a date established by the client in the RFI.
4. The Alliance will manage the initial site visit for the Client and will bring in MVEDA to discuss the viability of Doña Ana County and answer any and all questions as it pertains to Doña Ana County.

5. With respect to responses, MVEDA will provide the exclusive role of project management and will be the voice of Doña Ana County as it pertains to information requests within Doña Ana County. This includes, but is not limited to, site identification and selection, incentive discussions, demographic and labor supporting data, interaction with developers and commercial brokers, and interaction with local and state leadership. At this stage the Alliance will assume a support role as requested by MVEDA.
6. MVEDA will keep all client information confidential between MVEDA and the Alliance. Should the client arrange a follow-up visit then MVEDA will provide the Alliance with adequate updates on progress.
7. As MVEDA develops its own leads internally, and should MVEDA request assistance from the Alliance to support the information requests of the Client, then the Alliance will respect client confidentiality at all times and will not share such information with any of the other community organizations involved in the Alliance's regional support area. Should a MVEDA developed lead request information pertaining to a site location in El Paso County or should MVEDA exhaust all potential site location options with a prospect that is regionally focused, then MVEDA shall pass the lead/prospect to the Borderplex Alliance so as not to lose the opportunity for the region as a whole.
8. The Alliance recognizes that MVEDA enjoys a similar protocol with the NMPartnership for lead generation activity. Given the nature of national site searches both parties recognize that MVEDA may be provided the same lead by both the NMPartnership and Alliance. In this respect, MVEDA will recognize as the procurement agent that entity who brought forward the client's RFI first to MVEDA. MVEDA will work in confidentiality with the lead procuring agency.
9. An Alliance procured prospect locate announcement will be made public by joint press/public news release. However, if New Mexico incentives have been committed to the client as part of their location decision then the New Mexico Governor/s Office/EDD will become the lead entity on news releases. In this case, MVEDA/Alliance will follow with a separate announcement/story.



## COMMUNITY ENGAGEMENT PROTOCOLS

*The set of community engagement protocols established by MVEDA is intended to develop a cohesive framework of interaction between the Alliance and MVEDA with respect to MVEDA's constituents and customers located within Doña Ana County. By doing so MVEDA hopes to reduce any confusion to its constituents and clients as to the economic development service offerings provided regionally. This document is meant to establish protocols between the Alliance and MVEDA only. However, this may be used as a framework for how the Alliance chooses to work with its other communities.*

1. The Borderplex Alliance (hereinafter referred to as Alliance) recognizes MVEDA as the lead economic development agency for Doña Ana County responsible for economic based job creation. The Alliance understands that MVEDA accomplishes this mission through both a recruitment and retention & expansion program effort. The Alliance also recognizes that MVEDA provides economic development services to its constituents, specifically Doña Ana County, the City of Las Cruces, and the communities and unincorporated areas within Doña Ana County.
2. MVEDA is responsible for all Retention & Expansion (R&E) services to economic based companies within Doña Ana County. In this respect the Alliance shall not conduct direct R&E visits to companies within the Doña Ana County region. If requested directly by a company, then the Alliance will first inform MVEDA and defer to MVEDA as to the next steps. MVEDA recognizes that in the future the Alliance may be developing additional resources to help promote the R&E service quality. At such time, and as those services can be introduced, MVEDA and the Alliance will establish a date to visit the company jointly to provide combined service offerings.
3. MVEDA will play a supporting role and help connect the Alliance with any programmatic efforts that assist non-economic based job creation in Doña Ana County; whether that shall include efforts with CVB, Chamber, Arrowhead, etc.
4. The Alliance shall not conduct direct visits with political leadership in the Doña Ana County region without first informing MVEDA and jointly discussing with MVEDA the service offering that may be discussed. Additionally, the Alliance will bring MVEDA into any meetings they are called into by political leadership based within Doña Ana County.
5. The Alliance shall not actively seek out nor accept public sector financing sources from within Doña Ana County.



## THE BORDER INDUSTRIAL ASSOCIATION

2660 Airport Rd. Suite 780, Santa Teresa New Mexico, 88008

Ph: (575) 589-2200 Fax: (575) 589-5212

April 3, 2018

To Whom It May Concern:

The Border Industrial Association (BIA) consists of 117 members, and represents more than 4,000 jobs in the Santa Teresa area, which is the fastest growing industrial base in New Mexico. Our members account for approximately \$2 billion dollars of exports to global markets. We work closely with the Mesilla Valley Economic Development Alliance (MVEDA), which is the only agency or economic development organization that the BIA entrusts to manage recruitment leads and projects that come through our region.

I am available to answer questions about the BIA's relationship with MVEDA, and/or to recount the history of projects which we have worked on together.

Sincerely,

Jerry Pacheco  
President

