"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.

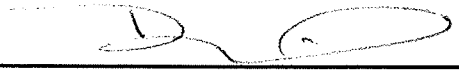
6. **How did you determine there was only one source for the product or service? Provide information on the research that was performed to locate suppliers for this product(s) or service(s). (Please furnish names, addresses and other documentation).**

Through the creation of the Dona Ana County Comprehensive Plan and the Border Area Economic Development Strategy (BAEDS), both developed through 3rd 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)		
Economic Development Services Total Cost Proposal	**$**	**200,000.00**

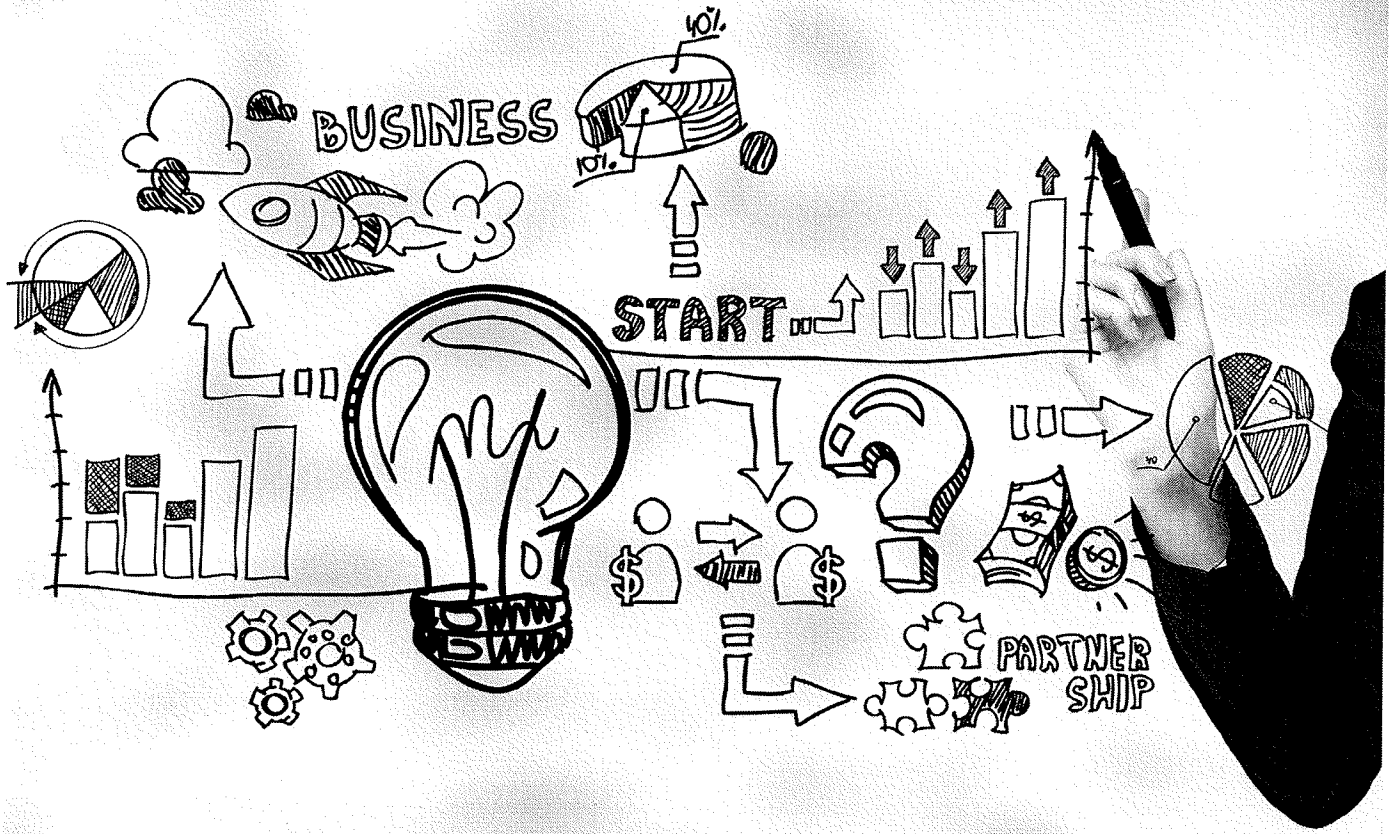
Davin Lopez

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'

Signature Date

Business Resource
DIRECTORY

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

(575) 541-2067 POST OFFICE BOX 20000 LAS CRUCES, NEW MEXICO 88004

City of Las Cruces®

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July 2017

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
econdev@las-cruces.org
(575) 528-3477

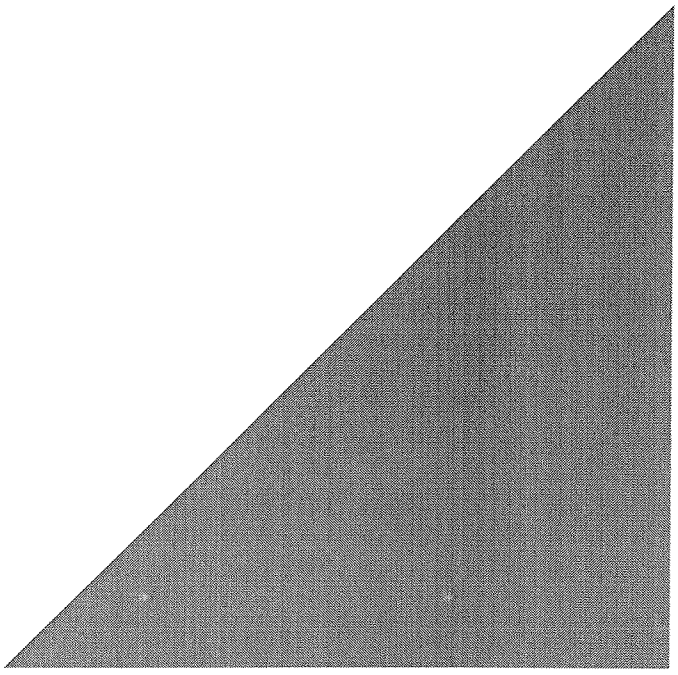
Visit Las Cruces
The Visit Las Cruces website provides entertainment and cultural information to visiting business, organization representatives, and tourists. The Visit Las Cruces website features links to other southwest NM cities, the state's tourism website as well as Las Cruces itself.
lascrucescvb.org
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
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
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
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
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
(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
(575) 647-7350

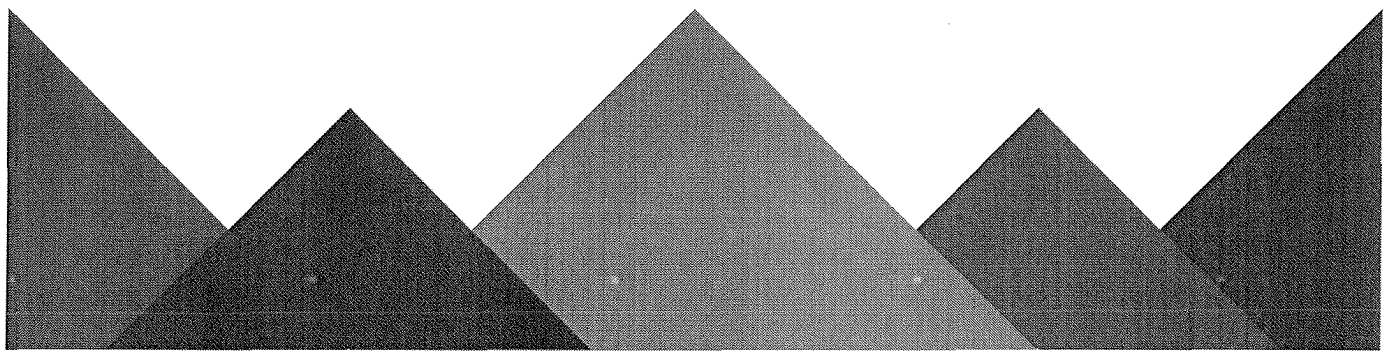
State of New Mexico Business Services

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

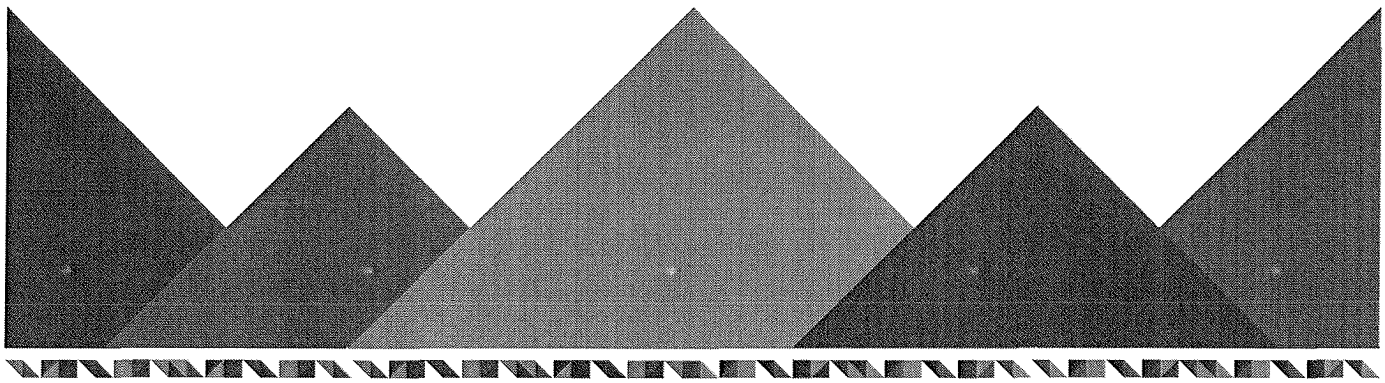
NMSU Cooperative Extension Service
The mission of the community resource and economic development program of the NMSU-CES is to promote and support the economic development of New Mexico's diverse communities.
extension.nmsu.edu
530 N. Church St., Las Cruces, NM 88001
(575) 646-3015

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
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
Cathie Fern, Chair
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
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
Manuel Morales, Regional Manager for Las Cruces
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
Arianna Parsons, Executive Director
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
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
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
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
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
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
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
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
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
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/
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
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
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
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
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
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
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 or **employnm.com/train.php**
or 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/
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
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
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
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
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
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
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
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
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
Dr. Paul Maxwell
pmaxwell@bnsl.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
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
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
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
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
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
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
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
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

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
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.
centerfornonprofitexcellence.org/nonprofit-directory/nonprofit/11608
Dr. Paul Maxwell, Executive Director and CEO
pmaxwell@bnsl.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
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
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
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
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
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
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

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
info@iiusa.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

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.
rurdev.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

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

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

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

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

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

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

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

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

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

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

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

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/

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.
sbdcnet.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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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/

U.S. Census Bureau – Economic Census
Profiles American business every five years, from the national to the local level.
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

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

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

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

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

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

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

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

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_contentandview=articleandid=1086andItemid=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

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

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.
globaledge.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

StatUSA – GIOBUS 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

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

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

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/

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

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

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

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

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

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#

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 or **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 or **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

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

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

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

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#

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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.
llrx.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

NMpartnership

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

NMpartnership

New Mexico Economic Development Partnership

1720 Louisiana Blvd. NE | Suite 312 | Albuquerque, NM 87110

T 505-247-8500
www.nmpartnership.com

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