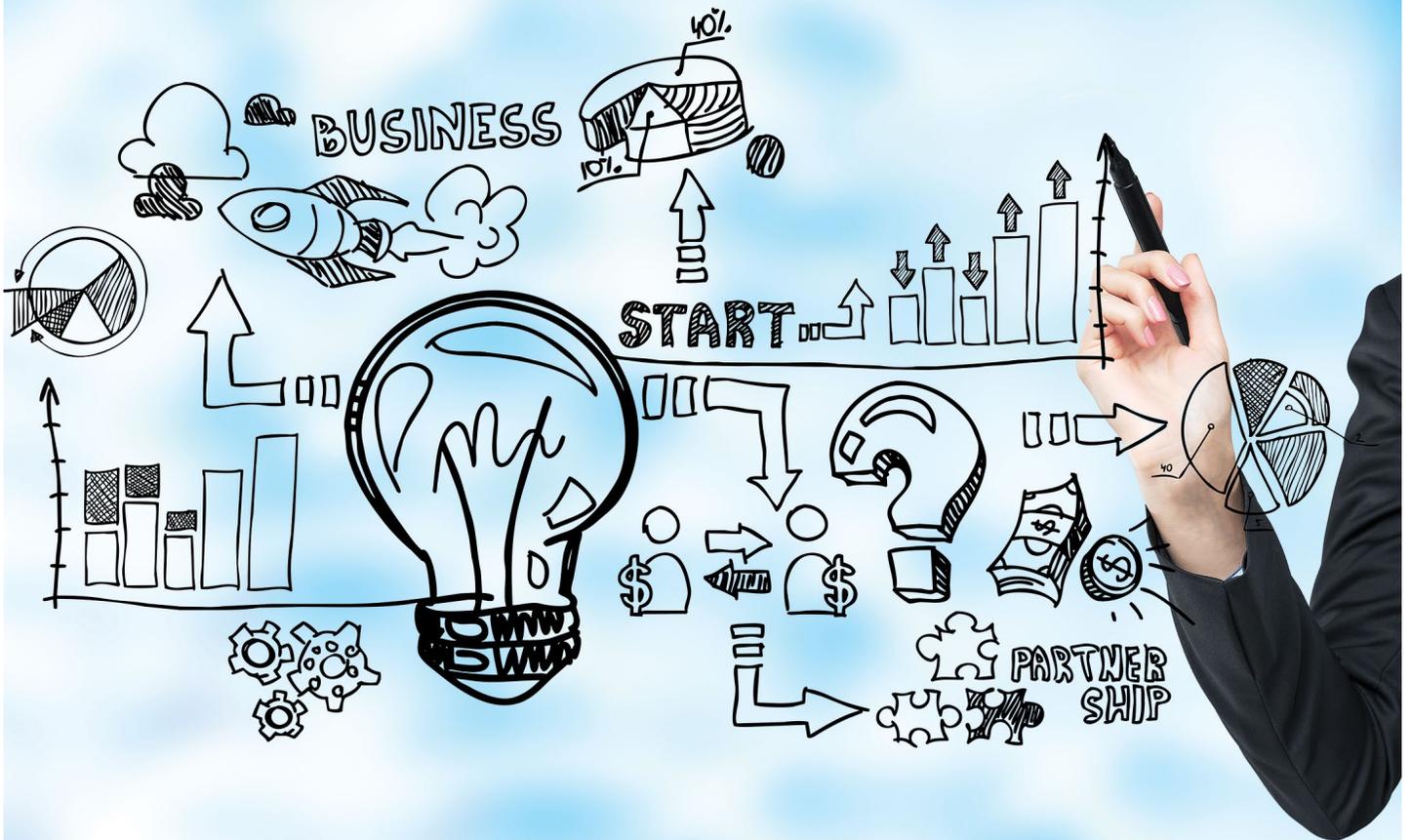


Business Resource

D I R E C T O R Y

Agencies and Information



April 2019



City of Las Cruces®



Office of the Mayor

KENNETH D. MIYAGISHIMA
MAYOR

CITY OF LAS CRUCES

Greetings,

April 2019

Whether you are new to Las Cruces or one of our longtime business leaders, we would like to reaffirm the City of Las Cruces' commitment to creating a thriving and supportive community for all our local businesses. We continue to work with businesses such as X2NSAT, which provides network and communications support to diverse companies globally, and welcome new businesses such as Ganymede Games LLC, a video game development and publishing studio. Earlier this year, Ganymede moved into its new downtown headquarters.

Working as a partner with new and existing businesses, the City of Las Cruces recently launched its Business Boot Camp series, a series of free, biannual presentations designed to provide business owners with information and resources they need to help their business be successful.

The Las Cruces' Arts and Cultural District was recently named a state-recognized arts and culture district by the New Mexico Arts Commission. This recognition will help fuel the growth of our creative economy and provide benefits for businesses, workers and artists in the district, which extends from Mesquite Street on the east, Water Street on the west, Picacho Avenue on the north and Amador Avenue on the South.

In addition, the City of Las Cruces continues to be named one of the "Best Cities for STEM Careers", drawing from a pool of roughly 1,200 young, talented new graduates from New Mexico State University and the University of Texas at El Paso every year. Las Cruces also continues to be recognized as a 3-STAR Community for sustainability leadership and to advance the revitalization of our historic downtown through the utilization of our downtown amenities like the Plaza de Las Cruces.

Revitalization efforts have also extended well beyond downtown. Over the past 12 months, the City of Las Cruces has invested approximately \$800,000 in the Las Cruces International Airport to upgrade infrastructure, safety, and security enhancements. These upgrades, combined with our location at the junction of Interstates 10 and 25 and our proximity to the Santa Teresa International Port of Entry and the Union Pacific Intermodal Facility provide ideal access to markets throughout North, Central and South America. These amenities are bolstered by solid incentives from the State and the City, all of which contribute to Las Cruces' vibrant business environment.

For those interested in starting or expanding their business, we present this Business Resource Directory provided by our Economic Development Department and our partners in economic development. It is published to help connect you with information, opportunities, assistance and resources to help your business grow and thrive.

I encourage you to contact our Economic Development Department at econdev@las-cruces.org if you would like assistance in starting or expanding your business. We would be happy to set up a consultation appointment. Thank you for all you do to make Las Cruces a great place to live, work and play!

Sincerely,

Ken D. Miyagishima
Mayor

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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

Xochitl Torres Small (D)

District 2
570 N. Telshor Blvd.
Las Cruces, NM 88011
(855) 473-2723
torressmall.house.gov

State of New Mexico Elected Officials

Michelle Lujan Grisham (D)

490 Old Santa Fe Trail, Room 400
Santa Fe, NM 87501
(505) 476-2200
www.governor.state.nm.us/

Lt. Governor Howie Morales (D)

490 Old Santa Fe Trail, Room 477
Santa Fe, NM 87501
(505) 476-2250
www.ltgov.state.nm.us/

Las Cruces State Representatives

Micaela Lara Cadena

(D-Doña Ana-33)
P.O. Box 1510
Mesilla, NM 88046
(575) 644-5830
micaela.cadena@nmlegis.gov

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

Raymundo Lara

(D-Doña Ana-34)
P.O. Box 652
Chamberino, NM 88027
(575) 882-6200
raymundo.lara@nmlegis.gov

Willie D. Madrid

(D-Dona Ana & Otero-53)
108 Hendrich Rd
Chaparral, NM 88081
(916) 204-9056
willie.madrid@nmlegis.gov

Rodolpho "Rudy" S. Martinez

(R-Doña Ana, Grant, Sierra-39)
P. O. Box 164
Bayard, NM 88023
(575) 534-7546
rodolpho.martinez@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

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

City of Las Cruces

Mayor and City Council Members

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

Mayor

Ken Miyagishima
(575) 541-2067
mayor@las-cruces.org

City Council

District 1
Kasandra Gandara
(575) 541-2066
kgandara@las-cruces.org

District 2
Greg Smith
(575) 541-2066
gsmith@las-cruces.org

District 3
Gabriel Vasquez
(575) 541-2066
gvasquez@las-cruces.org

District 4
Jack Eakman
(575) 541-2066
jeakman@las-cruces.org

District 5
Gill M. Sorg, Mayor Pro-Tem
(575) 541-2066
gsorg@las-cruces.org

District 6
Yvonne Flores
(575) 541-2066
yflores@las-cruces.org

State of New Mexico Business Development Departments and Appointees

Economic Development Department

Alicia J. Keyes, Secretary
(505) 827-0305
1100 S. St. Francis Dr., Santa Fe, NM 87505
gonm.biz

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
www.nmda.nmsu.edu

Regulation and Licensing Department

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

Taxation and Revenue Department

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

Department of Transportation

Michael Sandoval, Secretary
(505) 795-1401
1120 Cerrillos Rd., Santa Fe, NM 87504
dot.state.nm.us

Workers' Compensation Administration

Verily Jones, Acting Director
(505) 841-6000
2410 Centre Ave. SE, Albuquerque, NM 87125
workerscomp.nm.gov

Department of Workforce Solutions

Bill McCamley, Secretary
(505) 841-8405
401 Broadway Blvd. NE, Albuquerque, NM 87102
www.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 Secretary of State 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

NM EDD has a representative in each community to help businesses connect to resources such as financial and technical assistance, international trade opportunities, NM based supply chain and more.

gonm.biz
Las Cruces Office at NMSU Arrowhead Center
(575) 373-5602.



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

Jennifer L. Garcia Kozlowski, 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.

locallasruces.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/ctp/

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/cdl-training-locations/cdl-training-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.

dewater.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

BeWellnm for Small Business

The marketplace for New Mexico businesses and nonprofit organizations to shop, compare, and buy qualified health plans. BeWellnm for small business offers competitively priced health plans that cover essential health benefits, as well preventive care, with no pre-existing condition restrictions and make it easy to enroll in small business coverage that fits your budget and employees' needs.

**bewellnm.com/small-business-health-insurance
1-833-ToBeWell (1-833-862-3935)**

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

Dr. Paul Maxwell

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

**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

New Mexico Business Resource Center is a service for businesses of any type or size to find the resources they need to create and sustain successful businesses.

gonm.biz

**Las Cruces Office at NMSU Arrowhead Center
(575) 373-5602**

New Mexico Office of International Trade

The Office of International Trade assists New Mexico companies to capitalize on opportunities in the competitive global marketplace by hosting trade missions and connecting businesses to global customers.

gonm.biz

**1100 St. Francis Drive, Santa Fe, NM 87505
(505) 827-0315**

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.

tdshc.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@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

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

NM EDD's Finance Development Team works with New Mexico companies to introduce them to tax incentives, job-training reimbursements and financial assistance programs such as the Credit Enhancement Program, Rural Efficient Business Program, and other state business incentives.

gonm.biz

**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

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

NFIB (National Federation of Independent Business)

Is a leading national small business association. The organization conducts state and federal advocacy on behalf of its membership of over 325,000 small businesses throughout the country. Its website features numerous free business resources including helpful articles, e-books and videos on a variety of business topics.

nfib.com/business-resources

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.

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

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

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

www.bls.gov/bls/other.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/products/data/overview/

Spokeo

A people search engine. Spokeo allows you to find information about people, including their demographic and psychographic (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.

ADP Research Institute

Long recognized as a leading payroll and benefits administration firm, ADP also provides a wide variety of free comprehensive reports for a wide range of industries in the areas of HR, technology, insurance, marketing and more, across businesses covering all employee size ranges from very small to very large. They also publish monthly national workforce and employment reports.

adp.com/tools-and-resources/adp-research-institute.aspx

EconData.com

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.com

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

El Paso Regional Payroll Services Office

ADP can assist small businesses to streamline Human Resources, Payroll, and Compliance to increase overall cash flow and mitigate risk with the IRS. They work closely with various business partners within ADP in Workers Comp, Health, 401k, HR, Time Management, and PEO to customize an integrative solution based solely on client needs.

adp.com

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.

www.fcc.gov/wireless-telecommunications

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



Towncharts

Provides information and data about every geographic location in the United States including city, county, zip code, state and more. Information is portrayed in clear charts with simple navigation links and a quick search box. The information that forms the basis for the charts are drawn from a large variety of government agencies and public data sources. Charts provided include information on population, demographics, local economies, housing, education and healthcare.

www.towncharts.com

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/bls/other.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

D&B Economic Health Tracker

Free once-a-month hour-long webinars that provide key economic metrics for both the U.S. and global economy along with analysis by one of D&B's senior economists.

www.dnb.com/perspectives/analytics/us-business-economic-trends.html

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

FEE (Foundation for Economic Education)

Free online courses empower individuals to use the entrepreneurial mindset and economic way of thinking to improve their daily lives as well as their businesses. The courses are used worldwide, are self-paced and designed to fit into busy schedules.

courses.fee.org/collections

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 US and in several dozen countries around the world.

www.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

U.S. 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_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

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/programs-surveys/economic-census.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.

www.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 - 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.

firstrsearch.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. 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