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

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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

## 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-Doña 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  
rodelpho.martinez@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

## 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/
## 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  
gom.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
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.
npmpc.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.
gonn.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.

downtownlascrucses.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.
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
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.

mdickason.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 88001  
(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.

[Link to CenturyLink Business page]
700 S. Telshor Blvd., Las Cruces, NM 88001
(575) 222-1335

City of Las Cruces Utilities Department
The City of 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.

[Link to City of Las Cruces Utilities page]
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.

[Link to Comcast Business page]
110 E. Idaho Ave., Las Cruces, NM 88005-3253
(575) 523-2531

Doña Ana County Utilities Office
Doña Ana County Utilities Office 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.

[Link to Doña Ana County Utilities page]
845 N. Motel Blvd., Las Cruces, NM 88007
(575) 647-7142

Doña Ana Mutual Domestic Water Consumers Association
Doña Ana Mutual Domestic Water Consumers Association (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.

[Link to MDWCA page]
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.

[Link to El Paso Electric page]
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.

[Link to Fastwave page]
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.

[Link to Moongate Water Company page]
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.

[Link to Zia Natural Gas Company page]
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. 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_Use.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.

acciон.org
acciон@acciонnm.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
<table>
<thead>
<tr>
<th>Las Cruces Traditional Lending Institutions</th>
</tr>
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<tbody>
<tr>
<td><strong>1st New Mexico Bank</strong></td>
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<tr>
<td>(575) 556-3000</td>
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<tr>
<td><strong>Bank of America</strong></td>
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<tr>
<td>(575) 526-4481</td>
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<tr>
<td><strong>Bank of the Southwest</strong></td>
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<tr>
<td>(575) 527-5498</td>
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<tr>
<td><strong>Bank of the West</strong></td>
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<tr>
<td>(575) 527-6200</td>
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<tr>
<td><strong>Bank’34</strong></td>
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<tr>
<td>(575) 521-8100</td>
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<tr>
<td><strong>BBvA Compass</strong></td>
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<tr>
<td>(575) 521-0000</td>
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<tr>
<td><strong>Century Bank</strong></td>
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<tr>
<td>(575) 521-2400</td>
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<tr>
<td><strong>Citizens Bank of Las Cruces</strong></td>
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<tr>
<td>(575) 647-4100</td>
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<tr>
<td><strong>Farm Credit of New Mexico</strong></td>
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<tr>
<td>(575) 528-7100</td>
</tr>
<tr>
<td><strong>Enchantment Land Certified Development Company (ELCDC)</strong></td>
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<tr>
<td>(575) 524-6830</td>
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<tr>
<td><strong>First American Bank</strong></td>
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<tr>
<td>(575) 525-4230</td>
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<tr>
<td><strong>First Light Federal Credit Union</strong></td>
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<tr>
<td>(575) 526-4401</td>
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<tr>
<td><strong>First National Rio Grande</strong></td>
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<tr>
<td>(575) 525-8900</td>
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<tr>
<td><strong>First Savings Bank</strong></td>
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<tr>
<td>(575) 521-7931</td>
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<tr>
<td><strong>One Source Federal Credit Union</strong></td>
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<tr>
<td>(575) 523-1125</td>
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<tr>
<td><strong>Pioneer Bank</strong></td>
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<tr>
<td>(575) 532-7500</td>
</tr>
<tr>
<td><strong>U.S. Bank</strong></td>
</tr>
<tr>
<td>(575) 647-7310</td>
</tr>
<tr>
<td><strong>Washington Federal</strong></td>
</tr>
<tr>
<td>(575) 522-2664</td>
</tr>
<tr>
<td><strong>Wells Fargo Bank</strong></td>
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<tr>
<td>(575) 526-7415</td>
</tr>
<tr>
<td><strong>Western Heritage Bank</strong></td>
</tr>
<tr>
<td>(575) 541-0058</td>
</tr>
<tr>
<td><strong>WestStar Bank</strong></td>
</tr>
<tr>
<td>(575) 541-0058</td>
</tr>
<tr>
<td><strong>White Sands Federal Credit Union</strong></td>
</tr>
<tr>
<td>(575) 647-4580</td>
</tr>
</tbody>
</table>
## 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**

### 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**
- **(505) 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
(505) 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.
technfunding.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.
vergefunding.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.
fib.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.
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

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

**Yasni**
A search site which allows you to find information about old friends, co-workers, business partners, job applicants, and neighbors, among other connections. Yasni crawls more than a hundred people-related websites, including social networking
[yasni.com](http://yasni.com)

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

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 selfpaced 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_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.

[link to trade.gov/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.

[link to 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.

[link to 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.

[link to 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.

[link to wto.org/english/res_e/stratis_e/statist_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.

[link to 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.

[link to 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.

[link to 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.

[link to 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.

[link to iiusa.org or info@iiusa.org]

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.

[link to investus-eb5.com or connect@investus-eb5.com]

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.

[link to 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.  

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

**Online Surveys**
A subscription based survey and polling product. Vanguard Vista offers a robust subscription-based survey product, but also provides a free “quick poll” tool,  
[vista-survey.com/features/quick-poll.htm](http://vista-survey.com/features/quick-poll.htm)

**SurveyMonkey.com**
Allows you to create professional online surveys, collect responses, and analyze results via the web. A basic subscription is free and includes all of the basic features of SurveyMonkey.  
[ surveymonkey.com](http://surveymonkey.com)

Market Research – Secondary Sources

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

**BizMiner**
Offers reports that include market research trends for 16,000 lines of business at the national level, and local industry reports for 250 US market areas.  
[bizminer.com/index.asp](http://bizminer.com/index.asp)

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

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

**MarketResearch.com**
A searchable database of more than 250,000 market research reports from over 650 global publishers. Reports cover all industry sectors, both domestic and international.  
[marketresearch.com](http://marketresearch.com)
Company Information

Company websites are often a valuable source of information on all aspects of the company. Find annual reports and other basic information about the company, as well as press releases about new products and developments, key personnel, and financial information. Business information is also available for free or a small fee. Most states collect information on corporations, sales tax revenues, demographics, wages and employment, and licensed professionals.

AnnualReports.com
A free directory of company annual reports. annualreports.com/default.aspx

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

llRx.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