

BUSINESS SUCCESS GUIDE



NMBorderPlex.com





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**277 E. Amador, Suite 304
Las Cruces, NM 88001
575-525-2852**

BUSINESS RESOURCE GUIDE

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MICRO-LENDERS

ACCION New Mexico

ACCION New Mexico • Arizona • Colorado 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 dreams.

accionnm.org

20 First Plaza NW, Suite 417, Albuquerque, NM 87102 (505) 243-8844

Farm Service Agency (FSA)

The Farm Service Agency specializes in low interest Farm & Ranch loans up to \$300,000. They lend for operating expenses, equipment and livestock purchases, and real estate purchases and improvements. Customers are typically those starting in the industry and those that have incurred financial setbacks and cannot get loans from traditional lenders.

fsa.usda.gov

2509 N. Telshor, Ste. B, Las Cruces, NM 88011 (575) 522-8775 ext. 110

Small Business Administration (SBA)

The U.S. Small Business Administration offers a wide variety of loan programs. The SBA does offer some grant programs, these are generally designed to expand and enhance organizations that provide small business management, technical, or financial assistance, and generally support non-profit organizations, intermediary lending institutions, and state and local governments.

sba.gov

The Loan Fund

The New Mexico Community Development Loan Fund is a private, tax-exempt organization that provides loans, training and business consulting to entrepreneurs, business owners and non-profit organizations throughout the state and the entire Navajo Nation. Funding range: \$5,000 - \$1 million

loanfund.org

423 Iron SW, Albuquerque, NM 87103 (505) 243-3196

Tierra del Sol Housing Corporation

Tierra del Sol offers loans, equity and TA customer services for counties of DAC, Luna, Otero. The products will be focused to relending home loans for first time home buyers, existing home owner rehab and replacements, small businesses and loan to other affiliated nonprofit entities for related activities.

tierradelsohousing.org

210 E. Idaho, Las Cruces, NM 88005 (575) 541-0477

WESST

WESST provides small business loans for women and other entrepreneurs who encounter difficulty in obtaining financing. As a micro lender, we specialize in financing viable businesses that don't meet the criteria of banks or other traditional lenders.

Funding range: \$200 - \$50,000

wesst.org

221 North Main, Suite 104A, Las Cruces, NM 88001 (575) 541-1583

VENTURE CAPITALISTS

Altira

At Altira, we're committed to building a future of efficient, sustainable energy by pioneering full-spectrum investments that will transform the energy sector.

altiragroup.com

Blue Sage Capital, LP

We partner with companies that have the potential to become market leaders. We target companies that enjoy high barriers to entry, weak competition, few close substitutes, limited supplier power and/or strong franchise value with customers. We target companies that are large enough to utilize a meaningful portion of our capital but too small to access either the public markets, large private equity firms or the institutional leveraged lending market.

bluesage.com

GENERAL BUSINESS ASSISTANCE

STARTING A BUSINESS

Whether you're just starting out or an existing business with questions about a planned expansion, these offices are a good place to start.

CITY OF LAS CRUCES

Business License Registration

The Community Development Department administers the processing and issuance of business registrations and licensing for any type of business activity within the city. This includes commercial enterprises, restaurants, home occupations, and temporary businesses such as firework stands, seasonal sales and special events.

las-cruces.org

700 North Main Street Las Cruces, NM 88001 (575) 528-3059

Permits & Inspections

The 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

700 North Main Street, Las Cruces, NM 88001 (575) 528-3222

Planning & Zoning

The Community Development Department addresses all zoning issues for the City from initial zoning requests to special use permits. The Zoning Administrators provide a variety of services involving initial zoning, zone change requests, statements of zoning, special use permits, planned unit developments, Nonconforming Use Certificates and variances.

las-cruces.org

700 North Main Street Las Cruces, NM 88001 (575) 528-3049

CITY OF SUNLAND PARK

Community Development

The Sunland Park Community Development office manages business registrations, licensing, permits, and inspections for the City of Sunland Park.

cospnm.org

1000 McNutt Suite A, Sunland Park, NM (575) 589-3631

CITY OF ANTHONY

The City of Anthony office manages business registrations, licensing, permits, and inspections within the city limits.

cityofanthonym.com

820 Highway 478, Anthony, NM 88021

TOWN OF MESILLA

Community Development

mesilla-nm.org

2231 Avenida de Mesilla, Mesilla, NM 88046 (575) 524-3262 ext. 104

VILLAGE OF HATCH

Codes Department

The Hatch Codes Department administers permitting and inspections for all businesses within the Village of Hatch.

villageofhatch.org

5 Chile Capital Lane, Hatch, NM (575) 267-3021

DOÑA ANA COUNTY

Business License Registration

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

donaanacounty.org/clerk/business

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

Planning & Zoning

Providing basic infrastructure, maintenance and protection of the county's resources are Planning and Development's top priorities. 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

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

STATE OF NEW MEXICO

Business License Registration

The Corporations Bureau of the New Mexico Public Regulation Commission ensure industry compliance by issuing certificates of incorporation/authority, overseeing the organization and registration of limited liability companies, and verifying the completeness and accuracy of related charter documents.

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 & Licensing Department

The Regulation and Licensing Department offers a wide array of licensing services.

rld.state.nm.us

2550 Cerrillos Road, Santa Fe, NM 87505 (505) 476-4500

BUSINESS ASSISTANCE PROGRAM OFFICES

These programs offer a wide variety of business support services.

Arrowhead Center

Arrowhead Center is a one stop shop for economic development at New Mexico State University. Its programs and services include the Entrepreneurship Institute, the Business and Research Park, and the Business and Technology Incubators.

arrowheadcenter.nmsu.edu/

PO Box 30001, Las Cruces, NM 88003 (575) 646-1434

Bi-National Sustainability Laboratory (BNSL)

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

bnsf.org

2660 Airport Rd., Ste 1100, Santa Teresa, NM 88008 (575) 589-4989

Border Industrial Association

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

nmiba.org

113 Sundance Ct., Santa Teresa, NM 8808 (575) 589-2200

Downtown Las Cruces Partnership

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.net

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

IMPACT-NM Business Growth Services

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

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. The IBA offers educational programs on how to export/import, an online resource guide of international trade materials, and an electronic database of international trade leads/joint venture opportunities.

nmiba.com

113 Sundance Court, Santa Teresa, NM 88008 (575) 589-2200

Manufacturing Technology and Engineering Center (M-TEC)

M-TEC provides technical assistance, outreach, training and engineering extension services throughout the State of New Mexico.

mtec.nmsu.edu

Engineering Complex III, Rm 269, Espina St & Stewart St., Las Cruces, NM 88003 (575) 646-3065

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

New Mexico Border Authority

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

nmborder.com

221 Pete V Domenici Hwy, Santa Teresa, NM 88008 (575) 589-6501

New Mexico Manufacturing Extension Partnership

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

newmexicomep.org

4501 Indian School Rd. Suite 202, Albuquerque, NM 87110 (575) 624-2647

New Mexico Office of Business Advocacy

The Office's core mission is to advance New Mexico business and enterprise with expansion, retention, and growth by resolving challenging bureaucratic, intergovernmental, and public policy problems affecting businesses in New Mexico.

gonm.biz

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

New Mexico Office of International Trade

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

gonm.biz

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

New Mexico Small Business Assistance Program (NMSBA)

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 to the small businesses.

NMSBAprogram.org

Procurement Technical Assistance Program (PTAP)

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

nmsbdc-ptap.org

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

SCORE

Our Counselors meet with clients who operate small businesses or who are interested in starting a new business. We serve our clients in face to face counseling sessions, over the Internet and in seminars. All of our services are offered at no cost the client.

scorelascruces.org

505 S. Main Street, Las Cruces, NM 88001 (575) 523-5627

Small Business Development Center (SBDC)

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/

2345 East Nevada Avenue, Las Cruces, NM 88001

CHAMBERS OF COMMERCE & BUSINESS DEVELOPMENT ORGANIZATIONS

Business development offices and chambers of commerce offer a wide variety of business support services.

Anthony Chamber of Commerce

Proudly serving the communities of Anthony, New Mexico; Anthony, Texas; Vinton, Texas and the surrounding areas.

anthonychamberofcommerce.com

PO Box 1086, Anthony, NM 88021 (575) 882-5677

City of Las Cruces Economic Development

The Economic Development and Revitalization (EDR) office initiates policies and activities geared toward the enhancement of the local economy.

las-cruces.org

700 North Main Street Las Cruces, NM 88001 (575) 541-2286

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

High Tech Consortium of Southern New Mexico

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

htcnm.com

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

Las Cruces Hispanic Chamber of Commerce

We are here to serve and assist you in any way we can and especially to network with you about business, community issues, ideas, or any subject that will generate discussion about the present and future of Las Cruces.

hispanochamberlc.org

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.

nmgreenchamber.com/las-cruces

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

Luna County Economic Development

The Economic Development Corporation's mission is to organize and promote workable programs for relocation and startup of business and to retain the businesses located in Deming and Luna County.

lunacountynm.us

217 N. Country Club Rd, Deming, NM 88030 (575) 546-0870

Mesilla Valley Economic Development Alliance

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

www.mveda.com

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

New Mexico Economic Development Department

The Economic Development Department's Business Team works closely with the local economic development organizations to provide a variety of assistance for New Mexico businesses. Whether you are looking for financial, labor training, technical or regulatory assistance, this team has the expertise to guide you through the process.

gonm.biz

1100 St. Francis Drive, Santa Fe, NM 87505-4147 (505) 827-0300

New Mexico Partnership

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

nmpartnership.com

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

Otero County Economic Development Council

Otero County Economic Development Council (OCEDC) serves the citizens of Otero County by recruiting, promoting, and facilitating the creation of new industries, and assisting in the retention and expansion of existing businesses within the county. The purpose of these efforts is to achieve diversified, industrial, and civic growth to the area, thereby ensuring a stable job-market for the citizens of Otero County.

ocedc.com

1301 North White Sands Blvd, Alamogordo NM 88310 (575) 434-5882

Spaceport Authority

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

spaceportamerica.com

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

[The Borderplex Alliance](#)

Led by the private sector, 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

BUSINESS & INDUSTRY RESEARCH

Business research organizations collect and disseminate relevant economic and demographic information that can be very help to all types of businesses.

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 & Finance at the University of Texas at El Paso. Short-term cyclical forecasts are published every year during the fourth quarter. Long-term trend projections are published every year during the third quarter.

academics.utep.edu

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

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

BBER at the University of New Mexico is committed to contributing to the understanding of economic and demographic issues in New Mexico by collecting and disseminating information, providing technical expertise, and analyzing and conducting applied research for a diverse constituency including community organizations, businesses, labor unions, government officials, academia, students and others.

bber.unm.edu

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

New Mexico Business Outlook, New Mexico State University

Each month's New Mexico Outlook includes articles summarizing the results of our latest business research. The emphasis will be on providing information that is of immediate use to you.

bbrs.nmsu.edu/nmbizoutlook

Box 30001, MSC 3CQ New Mexico State University, Las Cruces, NM 88003 (575) 646-5715

UTILITY PROVIDERS

Contact these providers for most common utility information.

Anthony Water & Sanitation District

The Anthony Water and Sanitation District was organized to serve a public use and promote the health, safety, prosperity, security and general welfare of the inhabitants of the district.

1155 N. 4th St., Anthony, NM 88021 (575) 882-3922

Camino Real Regional Utility Authority

The Camino Real Regional Utility Authority Department is responsible for the management and maintenance of the City of Sunland Park and Santa Teresa water and waste water system.

crrua.org

4950 McNutt Rd., Sunland Park, NM 88063 (575) 589-1075

CenturyLink

As a leading provider of Internet, TV and Voice, CenturyLink works hard to make your services more accessible, more affordable and less complicated

centurylink.com

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

700 North Main Street, Las Cruces, NM 88001 (575) 541-2111

Comcast

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

comcast.com

110 East Idaho Avenue, Las Cruces, NM 88005-3253 (575) 523-2531

Doña Ana County Utilities Office

Doña Ana County has undertaken an ambitious and far-reaching initiative to provide 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

El Paso Electric

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

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

New Mexico Gas Company

New Mexico Gas Company is proud to provide natural gas service to customers across most of New Mexico.

nmgco.com

826 S. Anthony Dr., Anthony, NM 88021 (888) 664-2726

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, Las Cruces, NM 88007 (575) 526-4427

WEB-BASED RESOURCES

Web-based Resources offers easy access to many business support services.

New Mexico.gov

A set of resources and links for anyone interested in employment, business, and economic growth in New Mexico.

www.newmexico.gov/business

New Mexico Business Calendar

New Mexico's business and community development calendar is a collaborative web-based calendar designed for quick reference to events that can help you grow your business and career.

www.bizcalendar.org

New Mexico Small Business Development Center – Business Starting Out Guide

A guide to creating your own New Mexico business.

www.nmsbdc.org

2345 E Nevada Ave., Ste 101, Las Cruces, NM 88001 (575) 527-7676

U.S. Small Business Administration (SBA)

Careful planning is fundamental to success. The Small Business Planner includes information and resources that will help you at any stage of the business lifecycle.

www.sba.gov

625 Silver SW, Suite 320, Albuquerque, NM 87102 (800) 827-5722

FINANCING AND CAPITAL

ANGEL INVESTORS

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 Boulevard SE, Albuquerque, NM 87106 (505) 843-4206

FUNDING ASSISTANCE OFFICES

Bi-National Sustainability Laboratory (BNSL)

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

bnsf.org

2660 Airport Rd., Ste 1100, Santa Teresa, NM 88008 (575) 589-4989

New Mexico Finance Authority (NMFA)

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 through a variety of financing sources.

nmfa.net

207 Shelby Street, Santa Fe, NM 87501 (575) 984-1454

New Mexico Financial Development Team (FDT)

FDT services include: financial packaging (Debt or Equity) and/or accessing capital; review and interpretation of company financial statements; in-depth financial analysis; and client consultations concerning all aspects of doing business. We assist in access to programs like Smart Money and New Market Tax Credits, and partner with several micro-lenders.

gonm.biz

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

USDA Rural Development Business Loans and Grant

The Business Program (BP) works in partnership with the private sector and community-based organizations to provide financial assistance and business planning. BP helps fund projects that create or preserve quality jobs and/or promote a clean rural environment. Recipients of these programs may include individuals, corporations, partnerships, cooperatives, public bodies, nonprofit corporations, Indian tribes, and private companies.

rurdev.usda.gov

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

Coronado Ventures Forum (CVF)

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, and to provide a gathering point for these two communities to come together and network. No direct funding provided.

cvf-nm.org

190 Central Park Square, Los Alamos, NM 87544 (505) 662-0048

Cottonwood Technology Group

Cottonwood Technology Fund was founded to contribute 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. Cottonwood Technology Group invests in seed and pre-seed opportunities in the technology commercialization sector.

cottonwoodtechnologygroup.com

4200 W. Jemez Rd, Suite 301, Los Alamos, NM 87544 (505) 412-8537

Epic Ventures

EPIC Ventures is a premier, early stage software and internet infrastructure venture firm which backs entrepreneurs and companies positioned to lead the information economy of tomorrow. We bring the collective operational and financial experience of our partnership, our world class advisors, and our extensive network of technology industry contacts to engage and ensure our portfolio's success.

epicvc.com

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

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. FW Capital typically invests \$250,000 to \$2 million in preferred equity securities alongside proven private equity co-investors.

fortwashington.com

263 Staab Street, Santa Fe, NM 87501 (505) 986-1552

International Venture Fund (IVF)

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

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. Early-stage private equity firm with funding range of \$500,000 and greater

mesacapitalpartners.us

New Mexico Community Capital

We provide equity capital and business growth services to qualifying businesses throughout New Mexico, particularly in under-invested areas. Funding range: initial investments of \$200,000 - \$750,000, and up to \$1,400,000.

nmccap.org

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

Psilos Group

Psilos Group Managers, LLC ("Psilos") is a venture capital firm focused on providing venture and growth capital to companies operating in the healthcare economy. Psilos invests in essential services, information technologies and medical technologies that rise to the challenges of the new and evolving healthcare economy.

psilos.com

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

Red River Ventures

Red River Ventures is a Dallas-based private equity fund investing in privately-held growth companies, mainly in Texas and the Southwest. We partner with strong management teams and actively assist them in building successful and enduring businesses.

redriverventures.com

Sandia Capital Partners, LLC

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

sandiacapital.com

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

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 as well as manages direct investment funds. Sun Mountain Capital has over \$500 million in private equity assets under management and advisement.

sunmountaincapital.com

301 Griffin Street, Santa Fe, NM 87501 (505) 954-5474

Technology Funding

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

techfunding.com

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

Technology Ventures Corporation (TVC)

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

techventures.org

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

Tullis Health Investors

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

thi-funds.com

V Spring Capital

vSpring is a traditional early-stage venture capital firm with over \$390 million of committed capital under management. Our primary areas of focus include enterprise software, networking and communications, security software, Internet, mobile computing, drug discovery, drug delivery, diagnostics, and medical devices, all markets where the firm has deep experience.

vspring.com

Valley Ventures

Valley Ventures is an institutionally funded venture capital partnership with \$85 million under management. Our team of experienced venture capitalists and managers dedicated are to the achievement of superior investment returns. We also assist in strategic planning, management development, accessing key industry experts and advising on capital formation events.

valleyventures.com

Verge Fund

Verge Fund is a highly motivated venture capital fund that invests in seed-stage, high-growth ventures primarily in the technology sector, right here in the Southwest. This partnership focuses on opportunities at the earliest stages of their development, even if the business plan hasn't been fully built out. Funding range: \$100,000 - \$1 million.

vergefund.com

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

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

WEB BASED RESOURCES

Finance New Mexico

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

financenewmexico.org

New Mexico FundIT

New Mexico FundIT is intended to create an informal group of funding agencies that will meet regularly to review potential projects. This collaboration will streamline the process, improve the effectiveness of project review and support, and ensure community and economic development projects have access to information they'll need to become fully funded.

gonm.biz

New Mexico Venture Capital Association

The New Mexico Venture Capital Association was formed as a trade association for the venture capital and private equity firms that operate in the state of New Mexico. The association provides networking, education, and advocacy services for its member organizations.

nmvca.org

WORKFORCE

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

CAREER & PLACEMENT OFFICES

Doña Ana Community College: Career Placement & Cooperative Education Services

Career Placement Services provides a free service for connecting employers with job openings and students and alumni who are seeking employment. As an employer, you also have the opportunity to participate in our Cooperative Education (co-op) program.

dabcc.nmsu.edu/cs/

3400 South Espina St, Central Campus, Room 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

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

careerservices.nmsu.edu

3024 Locust Street, 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.

accountemps.com

4100 Rio Bravo Street, 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 North Telshor Boulevard, 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 East Lohman Avenue, 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 world-class staffing on a temporary, temp-to-hire and permanent placement basis. Serving clients around the globe, Kelly provides employment to 480,000 employees annually.

kellyservices.com

3831 East Lohman Avenue, Las Cruces, NM 88011 (575) 525-1232

Labor Ready

Labor Ready is a leading multinational source of dependable labor for companies in a variety of industries. We put people to work—and in the process, enable our customers to achieve greater business success.

laborready.com

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

Manpower

Manpower Inc. is a world leader in the employment services industry; creating and delivering services that enable its clients to win in the changing world of work. Manpower offers employers a range of 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 North Telshor Boulevard, Las Cruces, NM 88011 (575) 522-6028

Office Team

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.

officeteam.com

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

RMPersonnel, Inc.

RMPersonnel (RMP) provides Temporary Workers, Executive Recruiting, Professional Employer Services (PEO) and Human Resources Consulting. Truly, every employment service you need.

rmpersonnel.com

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

CUSTOMIZED & CAREER TRAINING

Doña Ana Community College

Since 1994, the Doña Ana Community College Customized Training Program has been growing and responding 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 the specific needs of the organization.

dacc.nmsu.edu/ctp/

2345 E. Nevada Avenue, Las Cruces, New Mexico 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 courses, health occupation certification courses, kid and teen interest classes, business service resources, personal enrichment and online education for the lifelong learning needs of the community.

epcc.edu

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 Road, Santa Teresa, NM 8800 (575) 874-4600

International Truck Driving School

International Schools offers the Highest Quality of Professional Truck Driver Training available to prepare you for placement in the ever expanding trucking industry through the use of a 200-hour course. After completion the student will be qualified to secure an entry-level job as over-the-road driver with a CDL.

internationalschools.com/index.html

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

Mesilla Valley Training Institute

MVTI has developed a steadfast and comprehensive training program which assures a promising future in the trucking industry. MVTI implements an extensive curriculum that includes eight endorsements of first-hand knowledge of Road Safety, Defensive Driving and a practical course in developing skills for an electrifying over the road experience.

m-v-t-i.com/

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

Southwest Career College

Southwest Career Institute provides exceptional career and technical training through a commitment to educational excellence strengthened by quality instruction, a positive learning environment, and the integration of emerging technologies to enable students to achieve their potential, participate in new employment opportunities, and continue to be lifelong learners.

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

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

WEB-BASED RESOURCES

New Mexico Workforce Connection

This site is a powerful online job seeker/workforce services system, specifically designed for job seekers, students, case managers, employers, training providers, workforce professionals, and others seeking benefits and services. Offers recruitment services to help you register job openings and find candidates. A valuable resource for information on human resources, the current labor market, job fairs, government programs, workforce training and incentives, and other workforce information tips.
jobs.state.nm.us

INCENTIVES

A number of general and industry-specific programs are available. MVEDA will assist new and expanding industries in determining possible incentive advantages.

GENERAL INCENTIVES

Job Training Incentive Program
High Wage Jobs Tax Credit
Industrial Revenue Bonds
New Markets Tax Credit
Technology Jobs Tax Credit
Rural Jobs Tax Credit
Local Economic Development Act (LEDA)
Step-Up Training Program
Wage + Program
Child Care Corporate Income Tax Credit

INDUSTRY SPECIFIC INCENTIVES

AEROSPACE/AVIATION

Aircraft Refurbishing or Remodeling Tax Deduction
Aerospace Research and Development Tax Deduction
Aircraft Manufacturing Tax Deduction
Space Gross Receipts Tax Deduction

AGRI-BUSINESS

Agricultural Business Tax Deductions and Exemptions
Beer and Wine Producers Preferential Tax Rate

CLEAN AND RENEWABLE ENERGY

Advanced Energy Tax Credits
Renewable Energy Production Tax Credit
Alternative Energy Product Manufacturers Tax Credit
Solar Energy Systems Gross Receipts Tax Exemption
Biodiesel Blending Facility Tax Credit
Solar Market Development Income Tax Credit
Blended Biodiesel Fuel Tax Credit
Sustainable Building Tax Credit
Hybrid Vehicle Tax Exemption
Biomass-related Equipment and Materials Deduction

CREATIVE MEDIA

25% Film Production Tax Rebate
Film Investment Loan Program

FINANCE

Angel Investment Tax Credit
Financial Management Tax Credit

TECHNOLOGY AND MANUFACTURING

Research and Development Small Business Tax Credit
Research and Development Gross Receipts Tax Deduction
Technology Jobs Tax Credit
Rural Software and Web Site Gross Receipts Tax Deduction
Investment Tax Credit for Manufacturers
Single Sales Factor Apportionment for Manufacturers
Manufacturers Consumables Gross Receipts Tax Deduction
Web Hosting Gross Receipts Tax Deduction

TELEMARKETING

Telemarketing Gross Receipts Tax Exemption

Doña Ana County Comparison



	<i>Doña Ana County</i>	<i>Albuquerque, NM</i>	<i>El Paso, TX</i>	<i>Dallas, TX</i>	<i>Denver, CO</i>	<i>Colorado Springs, CO</i>	<i>Phoenix, AZ</i>	<i>Tucson, AZ</i>
Population	213,460	556,489	674,438	1.26M	649,495	439,858	1.5M	526,141
Households	74,898	217,856	219,332	476,733	273,050	169,761	517,276	207,615
Median Household Income	\$36,343	\$48,357	\$40,974	\$41,978	\$51,089	\$53,550	\$46,601	\$35,720
Total Firms (2007)	15,497	44,461	52,919	121,288	67,515	41,023	112,202	42,100
Retail Sales (2007)	\$1.93M	\$8.95M	\$7.89M	\$16.26M	\$6.84M	\$7.03M	\$21.86M	\$8.65M
Personal Income Tax	1.7-4.9%	1.7-4.9%	0%	0%	4.63%	4.63%	2.59-4.54%	2.59-4.54%
Sales Tax	8.31%	7%	8.25%	8.25%	7.62%	7.63%	8.30%	8.10%
Median Property Tax	\$788	\$1,530	\$2,126	\$2,827	\$1,305	\$1,017	\$1,418	\$1,614
Median Housing Value	\$135K	\$183K	\$117K	\$127K	\$264K	\$206K	\$162K	\$125K
Average Tuition Cost	\$3,286	\$3,223	\$3,616	\$4,439	\$12,936	\$8,658	\$10,002	\$5,801
Cost of Living Index	95.9	93.6	93.1	96.6	106.1	97.72	97	97.3
Utilities Index	87.7	90.5	88	104.7	100.3	98.1	98.8	90.9
Transportation Index	93.8	100.6	96.6	101.9	99	96.5	99.4	98.7
Health Index	94	96.6	89.4	99.9	104.2	103.6	101.1	113.6

*DONA ANA COUNTY

*Source: US Census Bureau, ACS 2013 1 Yr. Estimates

*Sources: Council for Community and Economic Research (C2ER)

CONTACT US

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