

Business Support Providers

Federal Laboratories

- **Los Alamos National Laboratories**
<http://www.lanl.gov/>
- **Sandia National Laboratories**
<http://www.sandia.gov/>

State of New Mexico

- **NM Information for Businesses**
<http://www.state.nm.us/category/workingnm.html#business>
- **NM Economic Development Department**
We raise the standard of living for today's New Mexicans and generations to come by fostering a sustained rise in our state's production of goods and services.

Perhaps no other New Mexico agency has as many diverse projects devoted to a single aim—**better jobs and better lives for New Mexicans**. The Economic Development Department promotes research and development, helps finance job training, breathes more life into our downtowns, recruits new businesses to our state, escorts Hollywood to our film locations, and shows our cities and towns to market themselves to attract new business.

<http://www.edd.state.nm.us/>

- **Technology Ventures Corporation**
Serves as a bridge between technology and investment for the formation of new businesses built on leading-edge technologies.

One Technology Center
1155 University Blvd. SE
Albuquerque, NM 87106
(505) 246-2891
<http://www.techventures.org/>

- **Science & Technology Corporation at UNM (STC)**
A nonprofit corporation formed by and owned entirely by the University of New Mexico (UNM) to protect and transfer its faculty inventions to the commercial marketplace. STC licenses innovative technology developed at UNM, including optics, microfluidics, and high performance materials as well as therapeutics, diagnostics, medical devices, and drug discovery tools.

Science and Technology Corporation
University of New Mexico
801 University SE, Suite 101
Albuquerque, NM 87106
(505) 272-7900
<http://stc.unm.edu/>

McKinley County

- **County Smart Growth Commission**

“Our mission is to facilitate the implementation of suitable community and economic development, foster smart growth, nurture partnerships, and preserve the vast natural resources and culture of Gallup-McKinley County to achieve the greater community vision for sustainable quality of life and the overall prosperity for the greatest number of citizens.”

Doug Decker, County Attorney
P.O. Box 70
Gallup, NM 87305
(505) 863-1400
ddecker@co.mckinley.nm.us

- **Gallup-McKinley County Chamber of Commerce**

Our mission is to create, maintain and enhance a business environment, which encourages and supports positive business growth. The Chamber is a non-profit, business membership-based organization that offers many benefits to the business community included but not limited to a reduced advertising program, event coordinator and support, production of the Intercom - a monthly newsletter, monthly Business After Hours events, workshops, and special events.

- **McKinley Development Foundation**

The Board of the McKinley Development Foundation is dedicated to attracting, promoting, and sustaining appropriate industry clusters and industry anchors to Gallup and McKinley County. The Foundation reviews industry trends, economic research, and promotes long-range strategies to position the region in the global economy. The Foundation focuses on projects and industry recruitment of essential clusters and major developments that will continue to improve the quality of lives of its residents. The Foundation has several projects in the hopper, none less important than the relocation and expansion of the Gallup Indian Medical Center.

Bill Lee, Executive Director
Gallup-McKinley Chamber of Commerce / McKinley Development Foundation
103 W. Highway 66
Gallup, New Mexico 87301
(505) 722-2228
<http://www.gallupchamber.com/>

- **Small Business Development Center**

With local centers in 18 communities around the state, and the Lead Center in Santa Fe, the NMSBDC is a partnership of the US Small Business Administration, the state of New Mexico, the New Mexico Association of Community Colleges, the private sector..... and YOU!"

- Business planning, marketing, and financing
- International trade—import and export
- Women and minority-owned business programs
- Veterans information programs
- Young entrepreneurs programs

University of New Mexico/Gallup SBDC
Elsie Sanchez, Director
103 W. Highway 66
Gallup, NM 87301
voice (505) 722-2220
fax (505) 863-6006
<http://www.nmsbdc.org/>

- **Northwest NM Council of Governments**

The Council of Governments serves as the economic development district, formed by the U.S. Economic Development Administration, for a three-county region (San Juan, McKinley, and Cibola counties). The Council of Governments produces a five-year, regional economic plan, entitled the Northwest NM Comprehensive Economic Development Strategies, which

development economic strategies for targeted industry recruitment and cluster development, workforce and social capital development, housing, downtown revitalization, tourism, entrepreneurship, industrial park development, and several other strategies for an innovative, regional economy. The Council of Governments also:

- produces and disseminates economic and socio-economic data and research;
- facilitates economic planning projects and feasibility studies;
- develops funding strategies and administers grantwriting for member government projects;
- advocates for key legislation to improve the business climate locally and at the state level; and
- acts as a conduit and catalyst for community-based economic development.

The Council of Government also administers the Enterprise Loan Fund (ELF), which makes loans to new and growing businesses through “gap” or “bridge” financing. It is the intent of this fund to fill the gap in financing, by partnering with a bank or other lending agency. Typically the ELF program can lend up to 50 percent of the total project cost and cannot exceed \$150,000. Average loans are \$38,000. Job creation is a primary goal of the ELF with a target of one job created or saved for every \$25,000 borrowed.

Patricia A. Lundstrom, Executive Director
224 West Coal Avenue
Gallup, NM 87301
(505) 722-4327
(505) 722-9211 (fax)
lundstrm@cia-g.com

- **WESST Corp.**

WESST Corp is a 501 (c)(3) non-profit economic development organization headquartered in Albuquerque, New Mexico.

Its mission is to facilitate the start-up and growth of women and minority-owned businesses throughout the state of New Mexico.

Since incorporating in 1988, WESST Corp has received local and national recognition for accomplishments of both its programs and its personnel.

WESST Corp's target market is low-income, unemployed and/or underemployed women and minorities, although WESST Corp [services](#) are available to any New Mexico resident seeking to start or grow a business. Services can be provided in both English and Spanish.

107 South 1st Sreet
Gallup, NM 87301
505.863.3192
505.863.2157 (fax)
<http://www.wesst.org/>

- **ACCION New Mexico**

ACCION New Mexico is a nonprofit organization that increases access to business credit, makes loans, and provides training, which enable emerging entrepreneurs to realize their dreams and be catalysts for positive economic and social change.

ACCION New Mexico is dedicated to:

- Forming enduring partnerships with entrepreneurs based on shared, calculated risks, individual responsibility, mutual accountability and investment in human potential.
- Meeting client demand for market-focused loan products and superior service.
- Maximizing the long-term impact of ACCION New Mexico by optimizing internally generated revenues and operating efficiencies.

Local Office
 GALLUP/ ZUNI - Wells Fargo
 300 W Aztec Ave
 Gallup, NM 87301
 (505) 726-2000
<http://www.accionnm.org/>

Headquarters
ACCION New Mexico
 20 First Plaza NW, Suite 417
 Albuquerque, New Mexico 87102
 Phone: 505 243-8844
 Toll-free: 800 508-7624
 Fax: 505 243-1551
 E-mail: accion@accionnm.org

Navajo Nation

- **Small Business Development**

The Navajo Nation, through its [Small Business Regional Business Development Offices](#), provides management assistance to current and prospective small business owners by providing a wide variety of information and guidance through seven branch locations. It enhances economic development by providing technical assistance not only to small business developers but also to local Chapters, communities, business associations, and other organizations with local planning and promotion of business and economic development activities.

They also administer the [Micro-Enterprise Loan Program \(MELP\)](#) as a major participant to provide loan application reviews that will ensure compliance with loan guidelines. The RBDO's will assist you with the following services:

- Writing business plans
- Negotiating and processing business site leases
- Designing marketing plans
- Assisting with regulatory compliance
- Setting up bookkeeping/record keeping systems
- Providing computer usage
- Assisting with acquiring land for development
- Assisting with bid preparations
- Business educational seminars
- Assembling loan packages or financial plans
- Instruction in using computers for business applications
- Providing business-related training classes and seminars

Eastern R.B.D.O.
 PO Box 250
 Church Rock, NM 87311
 Ph: (505) 863-6400
 Fax: (505) 863-6401
 E-mail: eastern_rbdo@navajo.org

- **Navajo Nation Division of Economic Development**

The Division of Economic Development (DED) is one of 14 Offices and Divisions within the Executive Branch of the Navajo Nation Government. The main purpose of this Division is to create an environment that is conducive to promoting and developing businesses in the [Commercial](#), [Tourism](#), [Industrial](#), [Small Business](#), and other sectors of the Navajo Nation economy, thereby creating jobs and business opportunities.

We are available to Navajo and non-Navajo individuals and companies that wish to do business with or on the Navajo Nation. The DED works hand-in-hand with you to assist your application process, review, and approvals.

Our Mission is based on the following objectives:

- To create employment for the Navajo people and business opportunities by promoting commercial, industrial, tourism, and other private sector business development.
- To enhance economic development on the Navajo Nation and to create a positive business environment.
- To provide business services and programs designed and tailored to assist with developing, expanding, managing or doing business with the Navajo Nation.
- To develop and manage a comprehensive financing program to expand or develop new economic enterprises for the Navajo Nation.

THE NAVAJO NATION
Division of Economic Development
PO Box 663
Window Rock, AZ 86515
Phone: (928) 871-6544
Fax: (928) 871-7381
<http://www.navajobusiness.com/>

Pueblo of Zuni

- **Pueblo of Zuni Division of Planning & Community Development**

Andrew Othole, Economic Development Specialist
P.O. Box 339
Zuni, NM 87327
(505) 782-3054
aothol@ashiwi.org

- **A:Shiwi A:Wan Business Development Corporation**

Promoting quality products and services, the Corporation and its Enterprises provide an excellent venue for authentic Indian products and services for the customers from all over the world. The Enterprises specialize in products and services for the customers from all over the world. The Enterprises specialize in products and services that combine traditional values, unique cultural designs and image of the Zuni people since time immemorial. Other specialized services provided by the corporation include business development training such as business plans, marketing plans, financial proforma, customer service, and community printing and graphic designs.

1222 State Highway 53
P.O. Box H
Zuni, New Mexico 87327
Phone: (505) 782-2466
Fax: (505) 782-5446

Other Business Associations of NM

American Indian Chamber of Commerce of New Mexico
2401 12TH STREET NW, Suite 5 South
Albuquerque, NM 87104
505-766-9545

505-766-9499

<http://www.aiccnm.com/>

Association of Commerce & Industry of New Mexico

2201 Buena Vista Dr. SE, Ste. 410

Albuquerque, NM 87106

(505) 842-0644

Fax: (505) 842-0734

E-mail: aci@sandia.net

<http://www.aci.nm.org/>

NM Industrial Development Executives Association

Jim Covell, Executive Secretary

P.O. Box 66467

Albuquerque, NM 87193

Phone: (505)-899-2762

Fax: (505)-898-3877

<http://www.nmidea.org/>