
APPENDIX C

ECONOMIC DEVELOPMENT STRATEGIES

Sawmill Revitalization Strategy

Community Economic Development
City of Albuquerque

1 December 94

Executive Summary

Project Description

The Sawmill area represents a unique opportunity for renewal and revitalization of a community that has a rich history as a center of industry, housing, and cultural focus for the City of Albuquerque. The Sawmill Revitalization Strategy provides a planning, design and implementation framework for proactive revitalization of approximately 65 acres of vacant property located South of I-40, between 19th and 12th Streets. Land use changes and conflicts between the various current uses determined selection of the study area.

Planning Process

Dekker/Perich & Associates, in conjunction with Southwest Land Research and Kotin, Regan & Mouchly, Inc., specialists in urban and development economics, were the consultant team responsible for developing the plan. Working with and involving stakeholders in the planning process is essential in public planning. These stakeholders consisted of property owners, and neighborhood, business and institutional representatives. Extensive interviews were conducted and numerous meetings were held with the stakeholders regarding the development of the plan. A Public Advisory Committee (PAC) worked with the consultants to develop the revitalization strategy, which now represents the input and ideas of all parties involved.

Background

In the early 1900's, New Mexico forests provided raw materials for the Albuquerque Lumber Company. It was the largest employer in the State. People looking for work flocked to the area; housing for them was constructed to the west and the east of the sawmill. Although the sawmill itself is gone, wood related production activities remain, as do the adjacent residential uses, resulting in a unique and vital community. However, land use conflicts have arisen over the years as a result of the close proximity of industry and housing. Decades of disposal of hazardous waste materials before the adoption of modern environmental regulations has resulted in vacant properties which are difficult to develop.

Additional pressures for change have been brought to the area by the presence of Historic Old Town to the southwest, as museums, a park, and shops have developed. Historic Old Town and its accessory tourist developments provide a unique focal point of historical and cultural activities in our community, as well as being an important contributor to the economy.

Analysis

The current employment, commercial and cultural uses of the Sawmill area serve the local neighborhoods as well as a regional market. Area revitalization will need to maintain and enhance existing resources while providing a viable framework for new development.

Site strengths and opportunities include:

- Access to and visibility from, the Interstate (I-40) and other major road facilities (12th Street and Rio Grande Boulevard).
- Railroad spurs and sufficient area infrastructure (gas, electricity, water and sewer).
- Location at the center of the city.
- Historic employment and manufacturing center of the City
- Walk to work proximity, adjacent residential uses that could support employment activities.
- For the study area, a small number of property owners in relationship to the amount of land available (7 property owners controlling 60+/- acres). This should facilitate coordination and cooperation between the property owners.
- Existing industrial uses generate employment opportunities and are stable businesses that could act to attract complementary enterprises to the area.
- Organized and active neighborhood associations interested in the protection and revitalization of the area.

Site constraints include:

- Incompatible residential and industrial land uses which require buffering from one another.
- Impacts of noise and air pollution associated with industrial activities and manufacturing processes.
- Traffic impacts on adjacent neighborhoods by commercial and industrial activities.
- Railroad spur locations that interfere with land subdivision.
- Inadequate on-site roads and infrastructure within the study area which make lot subdivision difficult.
- Historical industrial uses that have created environmental site clean-up issues.
- Lack of linkages from the John Baron Burg residential area to historical/cultural activities to the south, and to the West Sawmill and Wells Parks neighborhoods.
- The presence of existing power transmission lines and other easements which effect site planning.

Proposed Revitalization Strategy

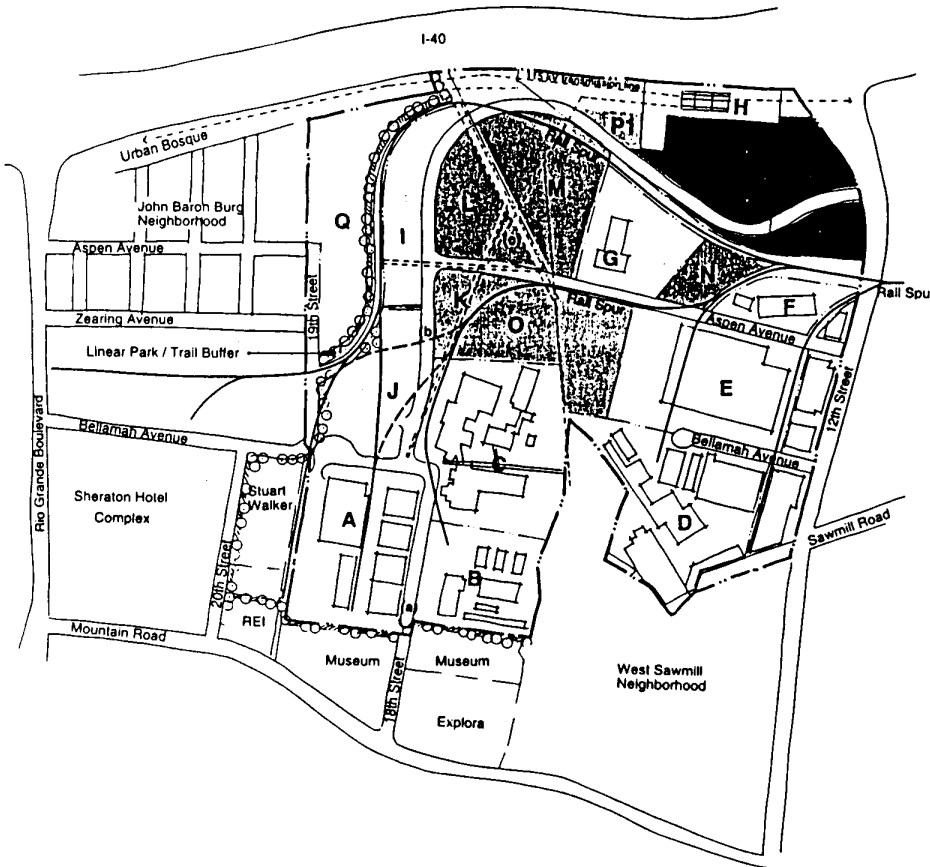
In consideration of the listed strengths and constraints, a revitalization plan for the area should:

- 1) Recognize the need for neighborhood revitalization, by including additional affordable and senior housing, as well as continued employment opportunities that link residential and industrial areas. Provide for walk to work and live/work businesses which reinforce the character and history of the area.
- 2) Provide for buffering between the industrial and residential uses.
- 3) Recognize the importance of existing industrial and commercial uses to provide jobs and increase the tax base.
- 4) Respect the historical employment characteristics of the area by recommending a substantial portion of the site be retained for manufacturing and employment generating activities.
- 5) Recommend a traffic and site access plan that reinforces Rio Grande Boulevard as the historical/cultural access way and orients industrial and commercial traffic to 12th street and I-40 where feasible.
- 6) Provide infrastructure required to support vacant land development.
- 7) Coordinate with the goals, policies and regulations in the Sawmill/Wells Park Sector Development Plan.

Implementation

The plan provides a development concept and physical plan framework for the revitalization of the vacant industrial parcels. Coordination and cooperation between the public and private sector will be critical in realizing the full potential of this area. The Metropolitan Redevelopment Area designation previously granted, has established a framework for the financial incentives necessary for the private sector to justify its commitment of capital resources and assumption of risk.

The ultimate realization of the plan will be the result of the city, residents, business people, property owners and potential developers working together to create employment and housing opportunities. This will benefit not only the existing stakeholders, but will result in a stable and vibrant place that is viewed by the larger community as contributing to the vitality and health of our whole urban fabric.



LEGEND

Existing Businesses

- A Georgia Pacific
- B Intermountain Orient Lumber
- C Ponderosa Products
- D Brown Moulding
- E UPS
- F Misc. Businesses
- G Sunland International
- H PNM Switching Station

Proposed Uses

- I Manufacturing & Craft Industries
- J Incubator/Manufacturing
- K,L,M,N,O,P1 Manufacturing/Commercial
- P2 Commercial/Manufacturing & Parking (Showroom and retail outlet)
- Q Residential - Single Family, Senior Housing with Dining Site

Notes:

- (a) 15th St. right-of-way to be maintained for future use
- (b) - - - possible realignment of rail spurs with the abandonment of rail east of planning area O
- (c) Utility easements crossing parcels are identified; additional utilities are located in road ROW's; refer to Appendix D
- (d) Sawmill Revitalization Strategy (SRS) boundary

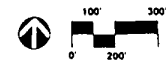
Land Use and Circulation Concept

Sawmill Revitalization

Strategy

Community Economic Development
City of Albuquerque

1 December 94



ECONOMIC DEVELOPMENT RESOURCE GUIDE

PREPARED BY

**THE OFFICE OF ECONOMIC DEVELOPMENT
CITY OF ALBUQUERQUE**

JUNE 17, 1994

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THIS GUIDE CONTAINS INFORMATION COMPILED IN PART FROM LISTS PREPARED BY CAROL RADOSEVICH OF PNM, THE SMALL BUSINESS DEVELOPMENT CENTER LOCATED AT ALBUQUERQUE T-VI, AND THE NM STATE ECONOMIC DEVELOPMENT DEPARTMENT.

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1. FINANCIAL RESOURCES

ALBUQUERQUE DEVELOPMENT CAPITAL (ADC)

Contact Person: Richard Asenap, 768-6081

Address: 1701 4th Street SW, Suite A, Albuquerque, NM 87102

Type of Organization/Program: Publicly Funded Program

Purpose: ADC is funded by HUD and administered by the City of Albuquerque. It can guarantee loans and offer interest rate supplements to small businesses that will create jobs for residents of targeted areas within Albuquerque.

ASSOCIATED SOUTHWEST INVESTORS

Contact Person: John Rice, 881-0066

Address: 6400 Uptown Boulevard NE, Albuquerque, NM 87110

Type of Organization: For-Profit

Purpose: As a MESBIC, is a privately owned and managed investment firm which provides debt and equity capital to small and new independent businesses which are minority-owned.

ECONOMIC DEVELOPMENT ADMINISTRATION

Contact Number: 988-6557

Address: Main Post Office Building, 2nd Floor, Santa Fe, NM 87501

Type of Organization: Federal Agency

Purpose: provides funds, through a variety of programs, to support a wide range of economic development activities, including: infrastructure improvements; revolving loan funds; the provision of financial, technical or management assistance to businesses; economic studies of distressed areas; economic development planning and implementation efforts.

ENCHANTMENT LAND CERTIFIED DEVELOPMENT CORPORATION (ELCDC)

Contact Person: Peter Froning, 843-9232

Address: 625 Silver Avenue SW, Albuquerque, NM 87102

Type of Organization: Not-For-Profit

Purpose: an SBA licensed not-for-profit organization authorized to implement the SBA 504 and 502 loan programs, which are targeted to expanding small businesses.

GREAT AMERICAN INVESTMENT CORPORATION

Contact Person: James Arias, 883-6273

Address: 1650 University Blvd NE, Suite 100, Albuquerque, NM 87102

Type of Organization: For-Profit

Purpose: provides long-term expansion financing for later-stage financing of emerging growth companies and leveraged acquisitions.

NEW MEXICO COMMUNITY DEVELOPMENT LOAN FUND

Contact Person: Vangie Gabaldon, Director, 243-3196

Address: 115 Second Street SW, Albuquerque, NM 87102

Type of Organization: Not-For-Profit

Purpose: borrows capital and lends it, under favorable interest rates and flexible payback schedules, to projects that support affordable housing, community-based businesses, and human services.

NEW MEXICO STATE INVESTMENT COUNCIL

Contact Person: Phil Archibeck, 827-6226

Address: 2025 S. Pacheco Street, Suite 203, Bldg. A, 2nd Floor, Santa Fe, NM 87505

Type of Organization: State Agency

Purpose: oversees state funds (in particular, the Severance Tax Permanent Fund) and their investment according to state statutes. Eligible investments include: deposits in qualified financial institutions allowing liquidity for fixed-asset, long-term financing at a fixed interest rate; participation interests in real-property-related business loans for start-up or expanding businesses; venture capital investments; the purchase of bonds, notes, debentures or other evidence of indebtedness for business expansion or relocation.

QUATRO CORP.

Contact Person: Dave Durgin, 883-1994

Address: 4300 San Mateo Boulevard NE, Suite B-290, Albuquerque, NM 87110

Type of Organization: For-Profit

Purpose: provides technical and financial management, up to and including full-time leadership with equity participation, to selected companies, including emerging technology-based companies.

SMALL BUSINESS ADMINISTRATION (SBA)

Contact Person: Martha Eaves, 766-1850

Address: 625 Silver SW, Suite 320, Albuquerque, NM 87102

Type of Organization: Public Agency

Purpose: offers a variety of loan programs to eligible small businesses that cannot borrow on reasonable terms from conventional lenders without government guarantees.

WESST CORP. LOAN FUND

Contact Person: Agnes Noonan, 848-4760

Address: 411 Silver Avenue SW, Albuquerque, NM

Type of Organization: Not-For-Profit

Purpose: offers loans to businesses unable to obtain financing from banks or other traditional sources. Special emphasis on businesses owned by women.

2. WORKFORCE EDUCATION AND TRAINING

ALBUQUERQUE CITY GOVERNMENT

DEPARTMENT OF COMMUNITY SERVICES

JOB TRAINING AND FAMILY SERVICES

Contact Person: Mike Silva, 768-6050

Address: 1701 4th St. SW, Albuquerque, NM 87102

Type of Organization: Public Agency

Purpose: To offer classroom, remedial education, and GED training to a required number of economically disadvantaged clients; programs also exist through the Job Training Partnership Act (JTPA) that retrain laid off workers of closed plants. Funds are also available for Summer Youth Employment Training.

PRIVATE INDUSTRY COUNCIL

Contact Person: Carlos Duran, 768-6050; FAX: 768-6044

Address: 1701 Fourth Street SW, Albuquerque, NM, 87102

Type of Organization: City Agency

Purpose: to establish policy and exercise oversight with respect to activities under the job training plan for its service delivery area.

STATE GOVERNMENT

NM DEPARTMENT OF LABOR:

NM STATE OCCUPATIONAL INFORMATION COORDINATING COMMITTEE

Contact: Charles Lehman, 841-9300

Address: 501 Mountain Rd. NE, Albuquerque, NM 87102

Type of Organization: Public Agency

Purpose: Keeps track of basic job growth and need demographics; coordinates with the City of Albuquerque Community Services; administers unemployment insurance; accepts job orders from employers through the Job Matching System.

TARGETED JOBS TAX CREDIT (TJTC)

Contact Person: Margaret Hilliard, State Coordinator, Dept. of Labor, 841-8555

Address: NM Dept. of Labor, P. O. Box 1928 N.E., Albuquerque, NM 87103 (Attn: Margaret Hilliard, CC 6096)

Type of Organization: Public Agency

Purpose: provides a tax credit for employers who hire qualified applicants who are eligible and vouchered for the TJTC program.

ECONOMIC DEVELOPMENT DEPARTMENT

Contact Person: Don J. Patton, 827-0300

Address: 1100 S. Saint Francis Drive, Santa Fe, NM 87503

Type of Organization: Public Agency

Purpose:

A) JOB TRAINING PARTNERSHIP ACT (JTPA): provides classroom and on-the-job training to economically disadvantaged individuals, older workers and dislocated workers.

B) INDUSTRIAL DEVELOPMENT TRAINING PROGRAM ("IN-PLANT TRAINING"): provides training similar to the JTPA program but is not restricted to economically disadvantaged individuals. Emphasizes industries which manufacture or produce a product.

HUMAN SERVICES

Contact: Marise McFadden

Address: P.O. Box 2348, Santa Fe, NM 87504

Type of Organization: Public Agency

Purpose: Project Forward program offers job counseling to food stamp recipients; day care and transportation reimbursement offered to students receiving AFDC funds; Work Experience program places people in professional setting (no pay); provides information on job openings.

FEDERAL GOVERNMENT

US DEPARTMENT OF LABOR:

ALBUQUERQUE JOB CORPS CENTER

Contact: Liz Pederson, 842-6500

Address: 1500 Indian School Rd. NW, Albuquerque, NM 87104

Type of Organization: Public Agency

Purpose: To provide basic and vocational education to economically-disadvantaged youth (16-24); youth are sent out into community for work experience.

BUREAU OF APPRENTICE AND TRAINING

Contact: Lisa Gallegos, 766-2398

Address: 505 Marquette Ave. NW, Albuquerque, NM 87102

Type of Organization: Public Agency

Purpose: To work with program sponsors to provide training and education (particularly in the building trades) for clients.

NOT-FOR-PROFIT ORGANIZATIONS

ALBUQUERQUE LITERACY PROGRAM (ALP)

Contact Person: Susan Slocum, Program Coordinator, 768-6089

Address: 1701 4th Street SW, Albuquerque, NM 87102

Type of Organization: Not-For-Profit

Purpose: to foster educational and personal growth of individuals who need to improve their reading and writing skills. ALP recruits and trains individuals to become tutors and matches them either with basic literacy or ESL students.

CATHOLIC SOCIAL SERVICES OF ALBUQUERQUE

Contact: Cynthia Tamarara, 247-9521

Address: P.O. Box 25405, Albuquerque, NM 87104

Type of Organization: Not-for-profit

Purpose: To provide vocational and educational programs to immigrants through the Refugee Resettlement Program and Family Education Program (Opciones Para Mujeres).

LULAC NATIONAL EDUCATIONAL SERVICE CENTER

Contact: Enrique Cardiel, 243-3787

Address: 500 2nd St. NW, Albuquerque, NM 87102

Type of Organization: Not-for-profit

Purpose: To provide career and financial aid counseling for low-income, first-generation students trying to attain post secondary education.

NEW MEXICO RESOURCES DEVELOPMENT INSTITUTION

Contact: Benny Sanchez, 266-3712

Address: 601 San Pedro NE, Suite 203, Albuquerque, NM 87108

Type of Organization: Not-for-profit

Purpose: To provide workforce education and training for dislocated workers.

YOUTH DEVELOPMENT INCORPORATED (YDI)

Contact: Debra Baca, 831-6038

Address: 6301 Central Ave. NW, Albuquerque, NM 87105

Type of Organization: Not-for-profit

Purpose: To prepare young students for the work world through a step-by-step process which involves getting them healthy, physically and emotionally, through direct intervention. Their programs include: The Stay-in-School Dropout Prevention Program, The GED/Work Experience Program, Project Partnership, Summer Youth Employment, and YDI's Leadership Program.

SCHOOLS

ALBUQUERQUE PUBLIC SCHOOLS:

CAREER ENRICHMENT CENTER

Contact: Bobby Richardson, 243-3563

Address: P.O. Box 25704, Albuquerque, NM 87125

Type of Organization: Public schools

Purpose: To allow high school students to concurrently enroll at TV-I for associate's degree preparation that has a technical emphasis.

OCCUPATIONAL EDUCATION

Contact: Al Sanchez, 842-3771

Address:

Type of Organization: Public schools

Purpose: To offer high school students opportunity to start working toward an associate's degree in a technical field through the Tech Prep Program; also offers students work experience through the School-to-Work program.

ALBUQUERQUE TECHNICAL VOCATIONAL INSTITUTE (TV-I)

Contact: Dr. Gladys Bennett, 224-3000

Address: 525 Buena Vista SE, Albuquerque, NM 87106

Type of Organization: Public Educational Institution

Purpose: To define and analyze work needs of the nation, state, and community of New Mexico in determining its course offerings; and to plan and provide an occupational curriculum to enable students to gain job skills.

3. BUSINESS MANAGEMENT ASSISTANCE

ALL INDIAN BUSINESS DEVELOPMENT PROGRAM (AIDI)

Contact Person: Theodore Pedro, 889-9092

Address: P.O. Box 3256, Albuquerque, NM 87190

Type of Organization: Not-For-Profit

Purpose: provides various business assistance services to qualified American Indians and their businesses located in New Mexico (and to other minorities for a minimum fee).

NATIONAL ECONOMIC DEVELOPMENT ASSOCIATES, INC. (NEDA)

Contact Person: Anna Muller, 843-7114; FAX: 242-2030

Address: 718 Central SW, Albuquerque, NM, 87102

Type of Organization: For-Profit

Purpose: provides various kinds of business assistance to existing minority entrepreneurs.

NEW MEXICO MANUFACTURING EXTENSION PROGRAM

Contact Person: Randy Grissom, 272-7575

Address: 1009 Bradbury Drive SE, Albuquerque, NM 87106

Type of Organization: Not-For-Profit

Purpose: seeks to improve the manufacturing base of New Mexico through providing direct assistance to manufacturers, helping them apply new technologies, boost productivity and quality, and gain broad market access.

SERVICE CORPS OF RETIRED EXECUTIVES (SCORE)

Contact Person: Desk Counselor, 766-1900 or 1901

Address: 625 Silver SW, Suite 320 , Albuquerque, NM 87102

Type of Organization: Not-For-Profit

Purpose: To provide free counseling throughout the state to any person who plans to start a small business or to any small business owner who wishes assistance.

SMALL BUSINESS DEVELOPMENT CENTER (SBDC) (located at Albuquerque T-VI)

Contact Person: Roslyn Block, 224-4246; FAX: 224-4251

Address: 525 Buena Vista SE, Albuquerque, NM 87106; Street: 901 Buena Vista SE

Type of Organization: Federal/State Business Assistance Program

Purpose: Offers one-on-one counseling (free), training through workshops and seminars and access to a wide variety of resources to businesses and prospective entrepreneurs.

UNM ROBERT O. ANDERSON SCHOOLS OF MANAGEMENT CENTER FOR ENTREPRENEURSHIP AND ECONOMIC DEVELOPMENT

Contact Person: Mary Henry, 277-4702

Address: UNM, Anderson Schools of Management, Albuquerque, NM 87131

Type of Organization: Public University

Purpose: provides a source of students for management assistance.

WOMEN'S ECONOMIC SELF-SUFFICIENCY TEAM (WESST Corp)

Contact Person: Agnes Noonan, 848-4760; FAX: 848-2368

Address: 414 Silver SW, Albuquerque, NM 87102-3239

Type of Organization: Not-For-Profit

Purpose: provides management and technical training for women exploring new business ideas and operating their own businesses. Target clients are underemployed and unemployed women.

4. MISCELLANEOUS SUPPORT SERVICES

ALBUQUERQUE ECONOMIC DEVELOPMENT, INC. (AED)

Contact Person: Dave Scott, 246-6200; FAX: 246-6219

Address: University Center Research Park, 851 University Blvd SE, Suite 203, Albuquerque, NM 87106

Type of Organization: Not-For-Profit

Purpose: offers assistance to companies who want to relocate or expand in the community.

ALBUQUERQUE HISPANO CHAMBER OF COMMERCE

Contact Person: F. Leroy Pacheco, Executive Director, 842-9003 Address: 1600 Lomas NW, Albuquerque, NM 87104

Type of Organization: Not-For-Profit

Purpose: to promote small business, economic development and the travel and tourism industries, with an emphasis on the Hispanic business community.

ALBUQUERQUE TECHNOLOGY INCUBATOR

Contact Person: Susan Gorman, 272-7500

Address: 1009 Bradbury Drive SE, Albuquerque, NM 87106

Type of Organization: Not-For-Profit

Purpose: provides a nurturing environment for start-up and small companies by including support services that are important to such companies.

ASSOCIATION OF COMMERCE AND INDUSTRY OF NEW MEXICO

Contact Person: Jerry Walker, President, 842-0644; FAX: 842-0734 Address: 2309 Renard Place SE, Suite 402, Albuquerque, NM, 87106

Type of Organization: Not-For-Profit

Purpose: to create and foster programs conducive to the orderly growth and economic development of business in the state of New Mexico. Lobbies state government and the state congressional delegation.

BUREAU OF BUSINESS AND ECONOMIC RESEARCH (UNM)

Contact Person: Karma Shore, 277-6626; FAX: 277-7066

Address: 1919 Las Lomas NE, Albuquerque, NM 87131

Type of Organization: Public Educational Institution

Purpose: conducts economic and demographic contract research and provides a specialized reference service to the public.

ECONOMIC FORUM

Contact Person: Robert Hoffman, Executive Director, 883-2505

Address: 2400 Louisiana NE, Albuquerque, NM 87110

Type of Organization: Not-For-Profit

Purpose: to organize and work with the most effective combination of local and state leadership from business, government and education institutions, for the purpose of achieving objectives that will improve the economic welfare of our city, county and state.

ECONOMIC RESEARCH AND ANALYSIS BUREAU (NEW MEXICO DEPT. OF LABOR)

Contact Person: Charles Lehman, 841-8645; FAX: 841-8421
Address: 401 Broadway NE, P.O. Box 1928, Albuquerque, NM 87103
Type of Organization: Public Agency
Purpose: provides labor market information to a variety of users.

GREATER ALBUQUERQUE CHAMBER OF COMMERCE

Contact Person: Terri Cole, 764-3700; Small Business Director, 764-3771; FAX: 247-9140
Address: 401 Second Street NW, P.O. Box 25100, Albuquerque, NM 87125
Type of Organization: Not-For-Profit
Purpose: deals with issues that affect the business community and works to promote economic development, providing information services, educational opportunities, procurement assistance, and legislative advocacy.

MINORITY- AND WOMEN-OWNED BUSINESS ENTERPRISE PROGRAM (City of Albuquerque)

Contact Person: Eugene J. Sanchez, Director, 768-3540; FAX: 768-4919
Address: 400 Marquette NW (1 Civic Plaza), Room 701, P.O. Box 1293, Albuquerque, NM, 87103
Type of Organization: Program of Public Agency
Purpose: to increase business participation with minority and women-owned business enterprises in contracting goods and services with the City of Albuquerque.

NEW MEXICO COMMISSION ON THE STATUS OF WOMEN

Contact Person: Susan Loubet, 841-4662; FAX: 841-4665
Address: 4001 Indian School Road NE, Suite 220, Albuquerque, NM, 87110
Type of Organization: Not-For-Profit
Purpose: offers career, life planning, and business information and training.

NEW MEXICO ENTREPRENEURS ASSOCIATION

Contact Person: Arnold Robinson, Secretary,
Address: c/o Devore Aviation, 6104B Jefferson Avenue, Albuquerque, NM 87109
Type of Organization: Not-For-Profit
Purpose: to promote the exchange of ideas among entrepreneurs, provide a forum for entrepreneurs and their support groups, and encourage the formation and operation of new businesses within New Mexico.

NEW MEXICO PROCUREMENT ASSISTANCE PROGRAM

Contact Person: Rosemary Chavez, 224-4248; FAX: 243-2127
Address: Small Business Development Center, 525 Buena Vista SE, Albuquerque, NM 87106
Type of Organization: State Program
Purpose: offers procurement assistance to local businesses.

NEW MEXICO STATE ECONOMIC DEVELOPMENT DEPARTMENT

Contact Person: Stanley G. Lane, Director, 827-0300

Address: 1100 St. Francis Drive, Joseph Montoya Bldg, Santa Fe, NM 87503

Type of Organization: Public Agency

Purpose: provides communities and new and expanding businesses and industry a wide variety of services, including financial assistance, to help in business and economic development.

PUBLIC SERVICE COMPANY OF NEW MEXICO (PNM)

Contact Person: Carol D. Radosevich, 848-4548, or Kelly Overholt, 848-4550

Address: Alvarado Square, M5-0402, Albuquerque, NM 87185

Type of Organization: For-Profit

Purpose: can help businesses expanding or relocating in New Mexico with identification of financing alternatives, regulatory and environmental permit reconnaissance, raw materials sourcing, and energy management.

RIO GRANDE COMMUNITY DEVELOPMENT CORPORATION

Contact Person: Frank A. Baca, 877-5776

Address: 831 Isleta Blvd. SW, Albuquerque, NM 87105

Type of Organization: Not-For-Profit

Purpose: Serves as a resource center providing technical and financial information and assistance to small businesses in the southwest quadrant of Bernalillo County.

RIO GRANDE MINORITY PURCHASING COUNCIL, INC.

Contact Person: David Roybal, 265-7677; FAX: 265-7690

Address: 5000 Marble NE, Suite 108, Albuquerque, NM 87110

Type of Organization: Not-For-Profit

Purpose: to support minority/women-owned businesses through increased corporate/government purchasing.

SOUTH VALLEY CHAMBER OF COMMERCE

Contact Person: Lorrie Queen, Chamber Executive, 873-0551

Address: 1625 Rio Bravo Blvd. SW, Albuquerque, NM 87105

Type of Organization: Not-For-Profit

Purpose: To create and foster the improvement and growth of commercial, industrial, and agricultural business, professional service and good business practices that will enhance the quality of life for South Valley residents. In doing so, its members will keep in mind the special mixture of cultural, historical and environmental attributes that makes the South Valley a unique community.

VIETNAM VETERANS LEADERSHIP PROGRAM

Contact Person: Florentino Zamora, 268-1101

Address: 406 San Mateo Boulevard NE, Albuquerque, NM

Type of Organization: Not-For-Profit

Purpose: offers seminars, workshops and conferences designed to develop the skills of the Viet Nam veteran as a small business person.

YWCA

Contact Person: Linda Lopez, 822-9922; FAX: 821-1448

Address: 7201 Paseo del Norte NE, Albuquerque, NM 87113

Type of Organization: Not-For-Profit

Purpose: serves as a resource center providing information and materials for home-based businesses; holds an annual conference on home-based businesses.

5. TECHNOLOGY RESOURCES

ADVANCED MATERIALS AND PROCESSES FOR ECONOMIC COMPETITIVENESS ALLIANCE (AMPEC)

Contact Person: Robert Eagan, 845-8943

Address: Organization 1700, P.O. Box 5800, Sandia National Laboratories, Albuquerque, NM 87185

Type of Organization: Not-For-Profit (Member Organizations: Sandia National Laboratories, Los Alamos National Laboratory, Phillips Laboratory, the University of New Mexico, the New Mexico Institute of Mining and Technology, New Mexico State University, the State of New Mexico, and other city and state economic development groups.

Purpose: to implement a cooperative government, university, industry, and laboratory development program that delivers solutions to meet the materials and process needs of industry, in order to increase the number of manufacturing jobs in New Mexico.

ALLIANCE FOR PHOTONIC TECHNOLOGY

Contact Person: Concetto R. Giuliano, Director, 272-7001

Address: Organization 1352, Sandia National Laboratories, P.O. Box 5800, Albuquerque, NM 87185-5800

Type of Organization: Public Facility

Purpose: to enhance the global competitiveness of U.S. industry in selected areas of photonics by accelerating technology transfer from the public sector; a cooperative venture of the Air Force's Phillips Laboratory, Los Alamos National Laboratory, Sandia National Laboratory, and UNM's Center for High Technology Materials.

ALLIANCE FOR TRANSPORTATION RESEARCH

Contact Person: David Albright, President

Address: 1001 University Blvd SE, Albuquerque, NM 87106

Type of Organization: Not-for-Profit (Member Organizations: New Mexico State Highway and Transportation Department, Sandia National Laboratories, Los Alamos National Laboratory, University of New Mexico, and New Mexico State University).

Purpose: promotes the utilization of the technologies of the labs and the universities by private industry in the areas of transportation, safety, and the environment.

CENTER FOR HIGH TECHNOLOGY MATERIALS (CHTM)

Contact Person: Steve Brueck, 277-3317

Address: EECE Bldg, Rm 125, UNM, Albuquerque, NM 87131

Type of Organization: Public Facility

Purpose: studies lasers, modern optics, microelectronics, and thin film applications; works closely with private industry to ease the transfer of technology.

CENTER FOR MICRO-ENGINEERED CERAMICS (CMEC)

Contact Person: Douglas Smith, 277-2833

Address: Farris Building, Room 203, UNM, Albuquerque, NM 87131

Type of Organization: Public/Private (an Industry-University Cooperative Research Center)

Purpose: studies methods of producing ceramic materials for high technology applications.

CENTER FOR NON-INVASIVE DIAGNOSIS (CNID)

Contact Person: Nicholas A. Matwiyoff (UNM), 277-8512

Address: 1201 Yale Blvd NE, UNM, Albuquerque, NM 87131

Type of Organization: Public University Facility

Purpose: explores medical and industrial applications of NMR imaging and spectroscopy.

LOS ALAMOS NATIONAL LABORATORY (LANL)

Contact Person: Kay Adams, 665-2133; Sue Fenimore, Small Business/Industrial Outreach, 665-5376

Address: Industrial Partnership Center, Mail Stop M-899, Los Alamos, NM 87545

Type of Organization: Public Facility

Purpose: works with industry to assure access to valuable technology, expertise and unique facilities; able to enter into Cooperative Research and Development Agreements (CRADA) with private industry.

NATIONAL SMALL BUSINESS TECHNOLOGY EXCHANGE PROGRAM (NSTEP)(SNL)

Contact Person: Leland Traylor, Program Manager, 271-7811

Address: Sandia National Laboratories, 10520 Research Road SE, Albuquerque, NM 87123

Type of Organization: Public Agency

Purpose: a program of Sandia National Laboratories to aid small and medium-sized businesses gain access to the lab's technologies.

NEW MEXICO ENGINEERING RESEARCH INSTITUTE (NMERI)

Contact Person: NMERI Director, 272-7200; FAX: 272-7203

Address: NMERI, UNM, Albuquerque, NM 87131-1376

Type of Organization: a full-time multidisciplinary research and development branch of the College of Engineering, UNM

Purpose: to serve the needs of clients from both the public and private sectors in a range of specialized research areas.

NEW MEXICO ENVIRONMENTAL ALLIANCE

Contact Person: Marsha Oldakowski, Technology Enterprise Division, NM Economic Development Department, 827-0563

Address: Joseph M. Montoya Bldg., 110 St. Francis Drive, Santa Fe, NM 87503

Type of Organization: statewide consortium consisting of the following organizations and sectors: NM Departments of Economic Development, Environment, and Energy, Minerals, and Natural Resources; State economic development and business development agencies; three federal research laboratories; a state-led not-for-profit technology corporation; and New

Mexico business and industry.

Purpose: to help small- and medium-size businesses in New Mexico gain access to technology and other forms of assistance in order to address environmental concerns in an efficient and cost-effective manner and to capitalize on business opportunities related to expanding environmental regulations.

NEW MEXICO INDUSTRY NETWORK CORPORATION (NEW MEXICO INC)

Contact Person: William A. Rector, President, 272-7800

Address: 1601 Randolph Road SE, Albuquerque, NM 87106

Type of Organization: Not-for-Profit; a partnership formed by a coalition of industry, government and educational organizations.

Purpose: to preserve and create jobs in New Mexico by leveraging the state's technology base to enhance the competitiveness of existing companies and to facilitate the creation and growth of new companies. New Mexico INC will work through existing technical and business assistance organizations. It currently operates two programs described elsewhere in this guide: the New Mexico Manufacturing Extension Program and the Albuquerque Technology Incubator.

NEW MEXICO TECHNET

Contact Person: Tom Thornhill, 345-6555

Address: 4100 Osuna NE, Suite 103, Albuquerque, NM 87109; FAX: 345-6559

Type of Organization: Not-For-Profit

Purpose: offers to subscribing organizations and individuals a state-of-the-art communications network linking major research laboratories, universities, government agencies and businesses throughout the state.

PHILLIPS LABORATORY

Contact Person: David Founds, 846-6377

Address: Kirtland Air Force Base, Albuquerque, NM 87117

Type of Organization: US Air Force Research Facility

Purpose: assists private industry, universities and other non-federal entities to collaborate with and benefit from its R&D activities.

RIO GRANDE TECHNOLOGY FOUNDATION (RIOTECH)

Contact Person: Dr. Bob MacPherson, 246-6400

Address: 851 University Boulevard SE, Albuquerque, NM 87106

Type of Organization: Not-For-Profit

Purpose: to develop technology partnerships among New Mexico's universities, federal laboratories, and industries, with a particular focus on assisting industry in the development of ecologically-sound manufacturing processes.

SANDIA NATIONAL LABORATORIES (SNL)

Contact Person: Warren Siemens, Director, Technology Transfer and Commercialization Center, 271-7814

Address: Organization 4200, Sandia National Laboratories, P.O. Box 5800, Albuquerque, NM 87185

Type of Organization: Public Facility

Purpose: actively transfers tax-funded technology to private enterprise, universities, and state and local government; able to enter into Cooperative Research and Development Agreements (CRADA) with private industry. For programs designed specifically for the needs of small businesses, see the NSTEP listing above.

STATE TECHNOLOGY ASSISTANCE RESOURCE SYSTEM (STARS)

Contact Person: Erich Strebe, 272-7810; FAX: 224-4251

Address: 1601 Randolph Road SE, Albuquerque, NM, 87106

Type of Organization: State Program

Purpose: assists New Mexico businesses in gaining access to appropriate, effective assistance from a broad pool of state and national technology resources.

TECHNOLOGY VENTURES CORPORATION (TVC)

Contact Person: Sherman McCorkle, President, ~~883-3488~~ 246-2882

Address: ~~Two Park Square, Suite 960, 6565 Americas Parkway NE, Albuquerque, NM 87110~~ 1601 Randolph SE, Suite 220, 87106

Type of Organization: Not-for-profit corporation managed and operated by Martin Marietta Corporation, the operator of Sandia National Laboratories.

Purpose: to attract venture capital to New Mexico by identifying technological opportunities and creating the means to develop deals for them.

UNM TECHNOLOGY DEVELOPMENT CORPORATION (TDC)

Contact Person: Richard Callahan, 272-7005; (508) 870-0042

Address:

Type of Organization: Not-for-profit

Purpose: to market discoveries of UNM faculty to the business world, possibly forming new corporations. TDC will also manage the University Center Research Park.

6. EXPORT TRADE SERVICES

GREATER ALBUQUERQUE CHAMBER OF COMMERCE, INTERNATIONAL TRADE COMMITTEE

Contact Person: John Carey, 764-3700

Address: Greater Albuquerque Chamber of Commerce, P.O. Box 25100, Albuquerque, NM 87125

Type of Organization: Not-for-Profit

Purpose: disseminates possible trade leads and provides educational support for the Albuquerque Chamber of Commerce membership.

INTERNATIONAL BANKING:

FIRST SECURITY BANK

Contact Person: Noel Behne, 765-2205

Address: 40 First Plaza and 219 Central Avenue NW, Albuquerque, NM 87102

Type of Organization: For-Profit

Purpose: Assist in international banking transactions.

SUNWEST BANK

Contact Person: Chris Loss, 765-2205

Address: 303 Roma Avenue NW, Albuquerque, NM 87102

Type of Organization: For-Profit

Purpose: assist in international banking transactions.

UNITED NEW MEXICO BANK

Contact Person: Anna Astria-Albert, VP, 766-6085; 247-4639 (FAX)

Address: 200 Lomas NW, P.O. Box 1081, Albuquerque, NM 87103-1081

Type of Organization: For Profit

Purpose: Export financing under the Eximbank guaranty and insurance programs and the SBA export financing programs; export letters of credit; import letters of credit; international wire transfers; foreign exchange.

INTERNATIONAL TRADE ADMINISTRATION

Contact Person: Sandra Necessary, SBA, 766-1096

Address: 625 Silver Avenue SW, Albuquerque, NM 87102

Type of Organization: Public Agency

Purpose: provides a wide variety of information and assistance to exporters regarding export regulations and markets.

MEXICO CONSULATE

Contact Person: Carlos Gonzales, 247-2139

Address: 401 Fifth Street NW, Albuquerque, NM 87102

Type of Organization: Foreign Government

Purpose: assists with trade opportunities and information.

NEW MEXICO ECONOMIC DEVELOPMENT DEPT., INTERNATIONAL DEVELOPMENT DIVISION

Contact Person: Roberto Castillo (Santa Fe), 827-0309

Address: 1100 S. Saint Francis Drive, Santa Fe, NM 87501

Type of Organization: Public Agency

Purpose: provides technical assistance, educational support and trade counseling for exporters, and promotes foreign investment and foreign company relocation to New Mexico.

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