

EAGA Business Builder

Volume 13

Issue 10

eaganm.com

March 07, 2017

Today's speaker was Ted Trujillo—New Mexico Small Business Development Center



Mr. Trujillo grew up in the North Valley section of Albuquerque. He earned a Mechanical Engineering Degree from UNM, as well as an MBA Degree from Arizona State University. He went to work for AT&T and spent 28 years with that company and one of their spin-offs, Lucent Technologies. Mr. Trujillo began his career in Phoenix and subsequently transferred to Miami where he was promoted to director of AT&T Network Systems for Latin America; successfully negotiating the first AT&T joint venture in Latin America (a

\$20 million cable manufacturing plant). Mr. Trujillo finished his career in Atlanta where he led a team of 90 engineers who designed cellular and landline networks for numerous multi-national customers throughout Latin America; and he established a Network Operations Center which provided 24/7 technical support to clients in Latin America. But all that included enough travel to accumulate over a million air miles and a desire to try something else. After 33 years in the industry, Mr. Trujillo retired at the age of 50 and returned to our area of the world. He didn't just retire to days of television watching. He is currently (and has been for 9 years) the Sandoval County Small Business Development Center Director. The New Mexico Small Business Development Center Network has been helping New Mexico Businesses for the past 25 years. They have an IBA and a PTAP and their SBDC is associated with SCORE; WESST; the VBOC and TVC as well as other 3 to 5 lettered acronym-ed agencies and groups. That alone should give you an idea that they have the knowledge and contacts to help. In order of reference: IBA is an International Business Accelerator, located at Santa Teresa. It is a program for small businesses that want to trade internationally, especially with Mexico. PTAP is a Procurement Technical Assistance Program which introduces established business owners to contracting with Federal, State, Local and County governments. SCORE provides free business advice through a network of volunteer business experts. WESST is Women's Economic Self-Sufficiency Team, which is a statewide small business development and training organization committed to growing New Mexico's economy by cultivating entrepreneurship. VBOC is the Veterans' Business Outreach Center with its group of experienced veteran business counselors. TVC is the Technology Ventures Center which "...helps high-tech companies by bringing together entrepreneurial talent, innovative federal research, dynamic capital investment and relevant community involvement". All of the expertise of the Small Business Center staff, combined with that of their associated organizations, allows the agency to provide small and mid-sized businesses with quality advice and direct assistance in: Plan Development, Feasibility Studies, Legal/Contractual matters, Finance, Economic Development, International Trade, Capital Formation, Technology advancement and improvement, Gov't Procurement, Quality Management, Strategic Planning, Human Resources Training, Manufacturing, Real Estate, Wholesale, Franchising, E-Commerce/Websites, Career Planning, Marketing Retail / Sales /Analysis, and Social Media Research. Mr. Trujillo can quickly and efficiently provide clients with a substantial amount of information regarding a substantial amount of topics. He has at his computerized fingertips such things as traffic flow counts and patterns; population and related demographics; statistics on potential competitors and/or customers; and way, way more than that. And all for the most enjoyable acronym - FREE. Actually not an acronym, but a statement. The services of the SBDC are without charge (excluding a couple of workshops or small filing fees if you are forming an LLC). If you know someone that is starting a small business; already has a small business and would like beneficial answers to specific questions; or if you know that the 'someone' that you know is actually you; contact Mr. Trujillo or one of the team via the forms on their website <http://www.nmsbdc.org/> That site not only provides a lot more information about the services available through the New Mexico Small Business Development Center, it also has information about how you can assist in helping other small businesses to succeed.

Contact information for Executive Director: Mario Hernandez

Phone: 505-239-0259

email: hernmar129@yahoo.com

Postal mail: 8100 Wyoming Blvd NE; Suite M-4 #345; Albuquerque, NM 87113

Business Leads:

None written

Reciprocity:

None written

◆ **Information from Jeff Sakamoto:**

For details about the Bernalillo County Business Summit 2017 (a free event on April 6th at 8am) visit website:
<http://web.bernco.sks.com/economic-development/events.aspx?calEventId=6f2ba818f1694c30836a45af35f246e0>

- ◆ EAGA Fishing /Camping Trip will be May 5th through May 7th—sign up sheets are being circulated at our breakfast meetings. If you plan to attend, please fill out the information requested on the sheets. For more details about the event, contact Klint Hall 505-831-4300, or visit with him before / after breakfast on Tuesday.
- ◆ EAGA Board of Directors will meet on Tuesday, March 14th. Check with Exec Director Mario, or President Phil, for time and location.
- ◆ This coming Tuesday is the second Tuesday of the month. Remember to bring a business card to toss into the bowl. Put a card in on the way in and take someone else's card out when you are leaving. Give that person a call sometime during the month and arrange a get-together so that you can learn more about each other and your businesses. Whomever gets your card will do the same. A great way to discover more about two other members a month.
- ◆ A couple of thoughts provided by Jack Zipper:
 - “You neve appreciate what you have until it's gone. Toilet paper is a good example.”
 - “We can only blame ourselves for the increase in crime and violence today. We've removed all the phone booths and now Superman has nowhere to change.”

Badge Board Greeters

- Mar 14th Jerry Becker—Steamatic / John Campbell—Tonsorial Parlour
- Mar 21st Mark Abramson—Los Ranchos Gun Shop
- Mar 28th Guy Berger—Palms Trading / Scott Lardner—Rocky Mountain Stone
- Apr 4th Adam Tafoya—New York Life
- Apr 11th Terry White—Sunwest Trust, Inc.
- Apr 18th Lou Rodges—Retriever Merchant Services / Brandon Saylor
- Apr 25th Jeff Barkoff—ServiceMaster Clean
- May 2nd Steve Grant—Downtown Bed & Breakfast

Upcoming Speakers

- Mar 14th Jeff Barkoff—ServiceMaster Clean
- Mar 21st
- Mar 28th Mike Blomker—Merry Maids
- Apr 4th Donald Brainard—Winrock Town Center
- Apr 11th Carla Sonntag—New Mexico Business Coalition
- Apr 18th