



New Mexico Small Business
Development Center

Building New Mexico's Economy...One Business at a time

Governor Susana Martinez

Script/Talking Points for Video Clip #1

Focus: Statewide NMSBDC

NMSBDC Your Local, National and Global Business Resource

POSSIBLE SCRIPT ---- Sound Bites

I'm proud of the New Mexico Small Business Development Center Network and the impact it has not only on the state, but the country as well. The 22 centers in New Mexico generate more than three dollars and fifty cents in revenue for every dollar we spend to support them. That's very impressive in today's economy.

The highly qualified staff at the SBDC offices helps businesses grow with free consultation and low cost entrepreneurial training. The centers have established a solid track record in helping small businesses with their financial capital. This is done through continual business planning guidance and when necessary the establishment of partnerships with lending institutions.

The New Mexico SBDC's are equipped to help you with government contracts through the Procurement Technical Assistance Program. If global trade is your interest they can also help you through the International Business Accelerator.

The New Mexico SBDC 's are a member of the National Association of Small Business Centers (ASBDC) , which connects them with business experts and resources across the country.

The SBDC's have the common goal of helping businesses succeed.

Talking Points

NMSBDC Recognizes 23 Outstanding Businesses

A special event here at the State Capitol kicks off a year of celebration of the New Mexico Small Business Development Network (NM SBDC) by recognizing 23 outstanding entrepreneurs from around our state.

The New Mexico SBDC is a State Funded Program that gives back to New Mexico. The NMSBDC has had a tremendous economic impact in our state

Return on Investment: For every dollar spent on the SBDC Network...

- \$3.57 in tax revenue is generated
- SBDC's help Small Business, grow, create jobs and retain jobs

The SBDC 's are a local, national and global business resource

- SBDC's are a national network of service providers (ASBDC Network)
- Assist small business with no cost consulting in all areas of business and low cost training

SBDC Facts

- 22 SBDC Centers Statewide
- Variety of Business Expertise
- International Business Accelerator (IBA)
- Procurement Technical Assistance (PTAP)
- Resources partners (local, state, national)
- Accredited member of the National Association of Small Business Development Centers (ASBDC)

NMSBDC continues to make many dreams come true for thousands of New Mexico business owners.

Governor Susana Martinez

Focus: Espanola SBDC Success Client of the Year

**Representing New Mexico in Washington DC
at the National ASBDC Congressional Site Visit in March**

[Video Clip #2 Interview with SBDC Success Story](#)

Avanyu General Contracting



“Building with your Spirit and Environment in Mind”

Owners: Liana Sanchez, Michelle Peixinho and Mateo Peixinho

Years in Business: Started in 2004 (7 years)

Type of Business: Construction

Number of Employees: 46

Community: Northern New Mexico— **San Ildefonso Pueblo**

SBDC: Espanola SBDC

Talking Points

- Native American, Woman Owned Construction Company
- Renovation and building of Native American Homes
- Green Building, sustainable, preservation, weatherization, energy solutions, and full renovation and construction services in the northern New Mexico
- Working on restoration project on Ohkay Owingeh Pueblo
- Working with six Pueblos
- Graduate of Northern New Mexico College Adobe Construction Program

SBDC Success Story

NEWS FEATURE



February 2012
Release

Immediate

Espanola Small Business Development Center Honors Outstanding Business of the Year “Avanyu General Contracting”

Governor Susana Martinez, Lieutenant Governor John Sanchez, Representative Nick Salazar and Several State Legislators Personally Congratulate Avanyu General Contracting President Barcelo of Northern New Mexico College also expresses her support for Avanyu & the SBDC

Avanyu, LLC General Contracting



Building with your spirit and environment in IYINA

(San Ildefonso Pueblo, NM) The New Mexico Small Business Development Network (NMSBDC) recently recognized their outstanding clients of the year and celebrates 22 years of providing expert technical assistance in New Mexico to over 90,000 small business clients. The SBDC in Espanola honored outstanding business client of the year, Avanyu General Contracting. Owners Lianna Sanchez and Mateo and Michelle Piexinho were honored at an awards reception at Santa Fe’s Hotel St. Francis on the Plaza. A special event at the State Capitol kicked off a year

of celebration by presenting awards to our states outstanding entrepreneurs. Lianna and Mateo were also introduced and recognized in the House of Representatives. Governor Martinez honored Avanyu General Contracting and emphasized her support for the economic impact the NMSBDC continues to have in our state. Lieutenant Governor John Sanchez also recognized Liana and Mateo as outstanding businesses making a difference. Northern New Mexico College President Nancy "Rusty" Barcelo attended all events honoring Avanyu and Northern's SBDC.

Avanyu Means the Spirit of Water

Avanyu means the spirit of water, says Lianna. "Building with your Spirit and Environment in Mind is at the center of Avanyu's mission. Water is life, that is what sustains us, our building practices are part of our culture and traditions and continues to be a sustainable way of building." Avanyu LLC, General Contracting is a Native American, woman-owned, HubZone Certified Construction Company that focuses on Renovation & Building of Native American Homes & Green Building. They have 46 employees and have been in business for 7 years. They are currently serving the Pueblos in Northern New Mexico.

"As we walked through the ancient Pueblo of Ohkay Owingeh, you can feel the spirit of the old ones walking beside you". Says, SBDC Director Julianna Barbee, "Liana and Mateo passionately explain the significance of restoring the Pueblo as we walk in the footsteps of their ancestors. The water, dirt and straw make the adobe, and this type of building structure still stands from hundreds of years ago. The walls are naturally warm in the winter and cool in the summer. Many stories unfold and bring together the past, the present and the future." Liana's "Tewa" name is Poaa Povi which means the flower that comes after the rain.

Real Mud Leads to Long-Term Sustainability with Adobe Construction

Avanyu provides sustainable, preservation, weatherization, energy solutions, and full renovation and construction services in the northern New Mexico area.

Both Liana Sanchez and Mateo Peixinho are involved hands-on in the restoration project. True to her beliefs to keep with tradition and build in adobe, Sanchez learned the adobe restoration businesses by completing the *Adobe Construction program at Northern New Mexico College*. Sanchez and Piexinho's concern for the environment and passion for preserving Native tradition is the energizing force of their company.

Economic Prosperity

"As small business owners we face many challenges to serve our clients and community, says Piexinho. "Entities like the Small Business Development Center and Northern New Mexico College are vital to bring prosperity to our region. Receiving the recognition as Espanola SBDC's client of the year was a great opportunity to meet with senators and representatives on state level to share our success. We were happily surprised at how informed our government representatives were at the work that we do and their enthusiastic support for continued economic development."

Commitment to Sustainability

Avanyu General Contracting commitment to sustainability includes: Hiring and creating careers in our community, utilizing energy saving practices and green materials when applicable, providing high quality services, and utilizing the SBDC and SBA and other development opportunities to help create education opportunities and jobs. Avanyu General Contracting is currently working on four main contracts: Owe'neh Bupingeh Rehabilitation Project (OBRP 2), Ohkay Owingeh Tribal Administration Building, Santa Clara Skate Park and Los Amigos ERC INC. weatherization contractor. Avanyu General Contracting **has** just been awarded OBRP 3, and are currently negotiating the contract.

Using traditional methods of adobe repair and stabilization, Avanyu is currently restoring 56 homes within the core of the Ohkay Owingeh Pueblo for habitation. The company uses real mud to repair, preserve, and stabilize the century's old homes on the historic plaza. The business hired 37 local people 17 that are from Ohkay Owingeh and some who actually own the homes that are being restored.

Avanyu Energy Services

Avanyu General Contracting **is** actively pursuing Government Contracts, and starting an energy service company focused on energy savings and alternative energy development. The company will be named; Avanyu Energy Services and will be launched in late spring.

Avanyu General Contracting's vision is to develop into the leading contractor in the northern New Mexico area for the renovation and building of Native American homes and Green Building. ***"Liana and Mateo are amazing! Their passion and commitment to the Avanyu concept has driven the company to achieve green building success in a niche market,"*** says Ida Carrillo, Assistant Director of the SBDC at Northern New Mexico College.

Its principal office is located on the San Ildefonso Pueblo in northern New Mexico. Avanyu's focus on accommodating their clients with affordable and high-quality solutions to their construction, remodeling and repair needs has earned them the trust and loyalty of customers and community. The company has established a positive reputation for its commitment to environmentally-friendly construction methods through its work with the following six Pueblos; Nambe, Ohkay Owingeh, San Ildefonso, Santa Clara, Tesuque and Taos.

Creating Meaningful Jobs While Sharing Cultural Traditions

"I believe "Avanyu" will soon be recognized as a model in global green building integrating tribal cultural traditions with future thinking to create sustainable benefits, says SBDC Director, Julianna Barbee. The proven past still exists in our area today, Avanyu owners have the passion to build sustainable homes and create meaningful jobs while sharing their cultural traditions."

Avanyu General Contracting has benefited from the assistance of three New Mexico Small Business Development Centers (NM SBDC) in their area as well as the NMSBDC Procurement Technical Assistance Program *"I have been able to succeed with all I have learned, especially with issues a small business will encounter, through all the training I received through the SBDC.* "says Sanchez. *I am most proud that we were able to succeed in the down turn of the economy.*

www.avanyullc.com

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Avanyu LLC General Contracting

Owners: Liana Sanchez, Michelle Peixinho and Mateo Peixinho

Contact information: 505-747-2660, 505-920-7579 /Liana@avanyullc.com, Mateo@avanyullc.com

Website: www.avanyullc.com

Address: PO Box 1510, Espanola, NM 87532-1510

Years in Business: Started in 2004 (7 years)

Type of Business: Construction

Number of Employees: 46

Community: Northern New Mexico

SBDC: NMMC SBDC

NM SBDC

The SBDC gives no cost expert consulting & low cost training in all aspects of business development. Part of Americas National Association of Small Business Development Centers (ASBDC) with 21 centers statewide, an International Business Accelerator Program, and a Procurement Technical Assistance program.

The New Mexico SBDC gives back to New Mexico and has a tremendous economic impact in our state. Return on Investment: For every dollar spent on the SBDC Network...\$3.57 in tax revenue is generated. SBDC's help Small Business, grow, create jobs and retain jobs.

www.nmsbdc.org

Julianna Martinez-Barbee

SBDC Director

505-747-2240

Photos Attached:



Left to right

Northern New Mexico College President, Nancy “Rusty” Barcelo,

Ida Carrillo, SBDC Associate Director

Liana Sanchez, Owner of Avanyu LLC General Contracting

Mateo Peixinho, Owner of Avanyu LLC General Contracting

Susana Martinez ,Governor of New Mexico

Julianna Martinez-Barbee, SBDC Director/Business Owner



Left to right

Ida Carrillo, SBDC Associate Director

Scott Davis, Operations Manager for Avanyu General Contracting

Mateo Peixinho, Owner of Avanyu LLC General Contracting

Liana Sanchez, Owner of Avanyu LLC General Contracting

Julianna Martinez-Barbee, SBDC Director/Business Owner

John Woosley, United States Small Business Administration District Director