

Army Corps Civilian is State's Top Minority Small Businesswoman

by Bruce R. Hill, Jr., U.S. Army Corps of Engineers Public Affairs

ALBUQUERQUE - An employee of the U.S. Army Corps of Engineers here is the 2006 New Mexico Minority Small Business Champion of the Year for her outstanding efforts in awarding contract dollars to the state's small and minority-owned businesses.

Theresa A. Armijo, U.S. Army Corps of Engineers – Albuquerque District Chief of Contracting Division and Deputy for Small Business was honored for her achievements at the New Mexico Small Business Week Awards Celebration held at the Hotel Albuquerque, April.

Our nation was built on the entrepreneurial spirit and I know that her (Armijo's) accomplishments will lead others to follow the path of success, said Bill Richardson, Governor of New Mexico. "The economic strength that small businesses bring to our state is helpful to our growth. Small businesses offer consumers quality and assurance of a good product while supplying valuable jobs for our citizens."

Armijo is recognized by the U.S. Small Business Administration for her commitment to supporting and enhancing opportunities for personal and professional success for minorities, particularly Hispanics and Native Americans throughout New Mexico. The U.S. Army Corps of Engineers' efforts back a recent initiative by U.S. President George W. Bush, which encourages the development and growth of small businesses throughout the United States.

The Corps has been the best in New Mexico for attaining the highest small business goal numbers, said Armijo. "What we do as part of our work process is to include small businesses in the total program. It's good for New Mexico, the Corps of Engineers and the local economy to keep the work at the local level."

Of the 71 million contract dollars awarded to small businesses by the Albuquerque District during fiscal year 2005, 31 million dollars, (45 percent), were awarded to minority small businesses. As a result, the Albuquerque District's minority small business program ranks as one of the top programs in the Department of Defense.

"Ms. Armijo aggressively seeks out minority small businesses at numerous local and national trade



Photo by Derrick Johnson, U.S. Army Corps of Engineers

Theresa Armijo, left, and Rebecca Maloy, President of Maloy Construction, Inc. go over a new contract.

shows, provides them with training, and works with them to develop and expand business opportunities," said Lieutenant Colonel Todd Wang, U.S. Army Corps of Engineers Albuquerque District Commander.

"She also provided assistance to local minority small businesses seeking nation-wide business opportunities following last year's hurricane disasters. As a result, several minority small businesses have recently become highly successful minority large businesses," he said.

Armijo's main job responsibility at the U.S. Army Corps of Engineers is to make certain that rules and regulations governing government contracts are adhered to at the District, which includes field office locations throughout New Mexico, part of western Texas and most of southern Colorado. Armijo assumed the Albuquerque District Deputy for Small Business position in July 2004.

Regardless of their situation, local companies regularly do quality work at a good price, which is the standard we expect, said Armijo. "If they don't perform at that level, there are other companies out there."

"This couldn't have been done without an excellent staff at the Corps," said Armijo. "Support from all professional staff in the Albuquerque District was instrumental, including our contractors." 