



# NMSBA

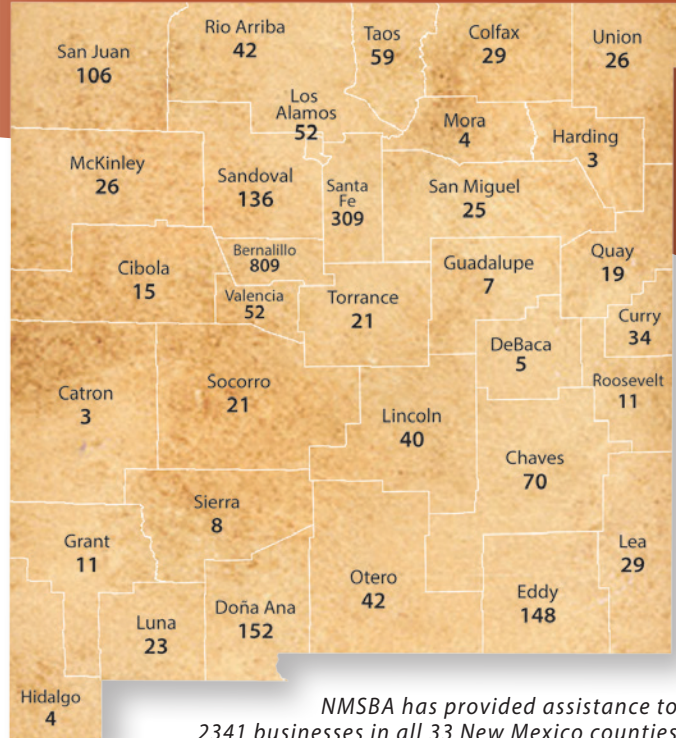
Los Alamos National Laboratory  
Sandia National Laboratories

*Solving New Mexico's Small Business Challenges*

## NEW MEXICO SMALL BUSINESS ASSISTANCE PROGRAM

“NMSBA helps companies improve their operations and be more competitive in the marketplace. This impressive program has a very positive impact on job creation, job retention, and economic development throughout the state.”

*Brian Sanderoff, President, Research & Polling, Inc.*



*NMSBA has provided assistance to 2341 businesses in all 33 New Mexico counties during the life of the program.*

### OVERVIEW

The New Mexico Small Business Assistance (NMSBA) Program assists for-profit small businesses in New Mexico with access to laboratory experts at Los Alamos National Laboratory and Sandia National Laboratories. These experts help businesses gain knowledge and solve challenges utilizing the labs' cutting-edge technologies. Assistance is provided in the form of lab staff hours valued at up to \$20,000 per calendar year for businesses located in rural counties and \$10,000 for businesses located in an urban county (Bernalillo County).

### PARTNERSHIPS

NMSBA is an effective partnership among small businesses, the State of New Mexico, Los Alamos and Sandia national laboratories. In addition, NMSBA currently contracts for specific services with the New Mexico Manufacturing Extension Partnership, the University of New Mexico Management of Technology program at the Anderson School of Management, New Mexico State University's Arrowhead Center, and New Mexico Tech Department of Management. The program has more than 14 years of success leveraging world-class science and technology.

### ACCOUNTABILITY & ECONOMIC IMPACT

NMSBA, enabled by the Laboratory Partnership with Small Business Tax Credit Act, is accountable to the State of New Mexico for its expenditures. Each year, NMSBA provides an annual report outlining projects, results, and economic impact. The program measures its economic impact through client surveys conducted by Research & Polling, Inc., and economic analysis provided by Brian McDonald, PhD Economist. This independent third party information is included in the annual report.

### RESULTS

In 2014 the State of New Mexico, along with Los Alamos and Sandia national laboratories, invested nearly **\$4.7M** helping **352** small businesses in **31** counties.

	2000 - 2013*
<b>Economic Impact</b>	
Small Business Jobs Created and Retained	4086
Mean Salary	\$38,488
Increase in Revenue	\$199,890,445
Decrease in Operating Costs	\$84,986,140
Investment in NM Goods/Services	\$68,319,082
New Funding/Financing Received	\$77,094,569
	2000 - 2014
<b>New Mexico Small Businesses Assisted</b>	
Los Alamos National Laboratory	621
Sandia National Laboratories	1720
Combined	2341
<b>Rural vs Urban Businesses</b>	
Rural (65%)	1532
Urban (35%)	809
Combined	2341
<b>Dollar Amount of Assistance</b>	<b>\$43.7M</b>

*\*Surveys are performed six months to one year after project completion.*

“NMSBA has a long standing track record of providing cost effective business assistance to small businesses throughout the State of New Mexico.”

*Brian McDonald, PhD Economist*

## WHAT BUSINESSES ARE SAYING ABOUT NMSBA



### Data Center Transitions

“NMSBA reduced my manufacturing costs by 20% and made it possible to build everything here in Albuquerque.”

*Bill Watts, Owner*



### Real Green Construction Leveraged Project

“What NMSBA did is incalculable; economically, it’s incredible. Everyone on the project is getting business growth, and more people are looking at these technologies now. I believe we’re going to have a major economic impact in New Mexico.”

*Doug Lenberg, Chief Executive Officer*



### Solaro Energy

“Because of NMSBA’s help, we are in the process of constructing a second building so that we can fabricate our own components that we currently buy from suppliers.”

*Dennis Grubb, Owner and Engineer*



### Sigma Labs

“NMSBA has helped us focus our internal R&D efforts and, therefore, streamline and accelerate our product development, which has a large cost savings.”

*Mark Cola, President and CEO*



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[www.NMSBAprogram.org](http://www.NMSBAprogram.org)