



NMSBA

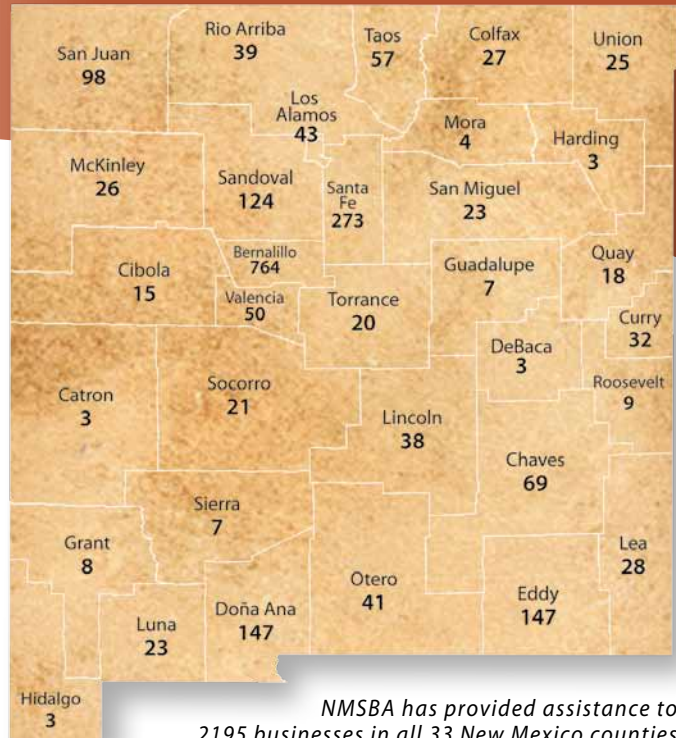
Los Alamos National Laboratory
Sandia National Laboratories

Solving New Mexico's Small Business Challenges

NEW MEXICO SMALL BUSINESS ASSISTANCE PROGRAM

“This notable program nurtures growth in New Mexico’s small businesses by providing unique business assistance services which create new jobs, retain existing jobs, and sustain the state economy.”

Brian McDonald, PhD Economist



NMSBA has provided assistance to 2195 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 experts at Los Alamos National Laboratory (LANL) and Sandia National Laboratories. These experts help them to 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, LANL, and Sandia. In addition, NMSBA contracts for specific services with the New Mexico Manufacturing Extension Partnership, 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 13 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 2013 the State of New Mexico, along with LANL and Sandia, invested over **\$4.6M** helping **354** small businesses in **29** counties to solve technical challenges.

2000 - 2012*

Economic Impact

Small Business Jobs Created and Retained	3510
Mean Salary	\$38,735
Increase in Revenue	\$172,525,995
Decrease in Operating Costs	\$78,992,071
Investment in NM Goods/Services	\$56,383,857
New Funding/Financing Received	\$59,603,539

2000 - 2013

New Mexico Small Businesses Assisted

LANL	469
SNL	1726
Combined	2195

Rural vs Urban Businesses

Rural (65%)	1431
Urban (35%)	764
Combined	2195

Dollar Amount of Assistance

\$39M

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

WHAT BUSINESSES ARE SAYING ABOUT NMSBA



Coalition of Renewable Energy Landowner Associations (CRELA)

“We need to know as much about the wind energy industry as we possibly can because education is power. The classes were very good at putting the data in a form that’s easy to decipher so the landowner can understand it. Education is the best return on your money there is.”

Boyd Burchard, CRELA Board Member



Wave Energy Leveraged Project

“This work by Sandia was key in allowing me to project what the cost of energy is likely to be when we scale this up into a commercial scenario.”

Phil Kithil, CEO, Atmocean



RockSmith Precision Machining, Inc.

“They really took our production process from just a stack of blueprints to a real system. They’ve helped us with organization so much, now we can be ready when people start placing orders.”

Laney Smith, Co-Owner, RockSmith Precision Machining



Remote Well Solutions, LLC

“I didn’t realize the gap between a good idea and making it a marketable product. NMSU’s Arrowhead Center introduced us to new opportunities and connected us to investors.”

Mike Lisk, Owner



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