



New Mexico Small Business Assistance (NMSBA) Program Call for Pre-proposals 2011 Leveraged Projects

The New Mexico Small Business Assistance (NMSBA) Program is accepting pre-proposals for CY 2011 leveraged projects. NMSBA allows for-profit, NM small businesses to request technical assistance that utilizes the unique expertise and capabilities of Los Alamos and Sandia national laboratories. Technical assistance is provided at no cost to the businesses in the form of laboratory staff time and incidental materials. Qualifying New Mexico small businesses are eligible to receive laboratory technical assistance equivalent to \$10K (Bernalillo Co.) and \$20K (outside Bernalillo Co.) annually. The program does not provide cash or equipment to small businesses, nor does it provide assistance that is available in New Mexico at reasonable cost through the private sector. Non-profits and governmental entities are not eligible for NMSBA assistance.

NMSBA leveraged projects allow two or more small businesses that share technical challenges to request assistance collectively for a project funded at a higher level than can be accomplished within the cost limit for a single company. Leveraged projects must be completed within one year and funding will not exceed \$100K per laboratory. The funding is exempt from normal laboratory burdens; labor charges are based on the standard labor rate of the laboratory staff working on the project.

A limited number of pre-proposals will be selected to submit a full proposal that will expand upon the information provided in the pre-proposal. Pre-proposals will be evaluated against the following criteria and program objectives:

- potential economic impact for the small businesses;
- availability of the requested assistance through the private sector;
- diversification of the business types or geographic locations served by NMSBA;
- diversification of the laboratory capabilities/staff that the program utilizes.

The full proposal will be due on September 24, 2010 and will be evaluated by the NMSBA Advisory Council and staff. Funding notifications for full proposals will be made in early November.

Pre-proposals Due:	July 23, 2010 (late submissions will not be accepted)
Submissions:	Email to Lisa Henne (henne@lanl.gov)
Notification of decision:	August 9, 2010

Pre-proposal Guidelines

The following information must be included in the pre-proposal:

1. Project title;
2. Name, address, county, and contact information for the New Mexico small businesses requesting the assistance (indicate which company will serve as the point of contact

for the pre-proposal), and the industry type that best describes each company requesting the assistance (choose from the following):

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| (1) Manufacturing | (6) Oil & Gas, Utilities and Mining |
| (2) Professional, Scientific, and Technical Services | (7) Educational and Health Services |
| (3) Agriculture and Natural Resources | (8) Real Estate, Finance, Insurance and Management Services |
| (4) Retail & Wholesale | (9) Other Services |
| (5) Media & Hospitality | |

3. Name and contact information for the member of laboratory technical staff who will lead the project;

4. A description of:

- the problem faced by the small businesses (250 word limit);
- how this project will address the problem (250 word limit);
- the unique laboratory capability utilized that is not available in the private sector at reasonable cost (100 word limit);
- the expected economic impact of the project on the participating small businesses. (250 word limit);

Examples of economic impact: job creation or retention, increasing revenue, decreasing operating costs, investment in NM goods and services, etc.

5. The category that best describes the technical area of the assistance being requested from the national laboratory:

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| (1) Astronomy and Physics | (7) Earth & Environmental Sciences |
| (2) Advanced Modeling and Simulation | (8) Energy |
| (3) Biological and Medical | (9) Engineering |
| (4) Business Development | (10) Manufacturing |
| (5) Chemistry and Biochemistry | (11) Material Science |
| (6) Computational and Computer Science | (12) Micro/Nano-Technology |

If you need more information, please contact:

Lisa Henne, 505-667-1710 (Los Alamos National Laboratory)

Jenni DeGreeff, 505-844-9623 (Sandia National Laboratories)