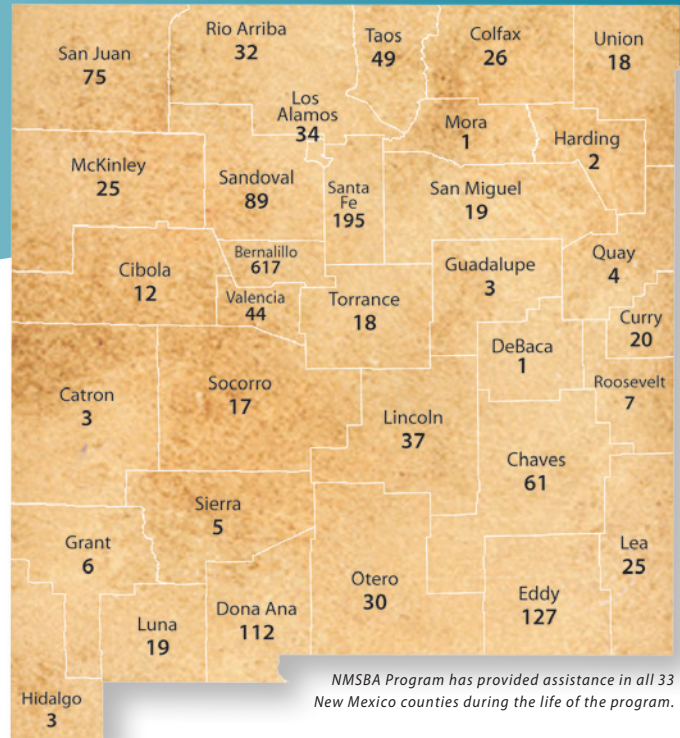




Solving New Mexico's Small Business Challenges

Businesses Assisted by County

1676 businesses have received NMSBA assistance



A True Partnership

The NMSBA Program is an effective partnership among Small Businesses, the State of New Mexico, and our National Labs. It has 10 years of success leveraging world-class science and technology to support state-wide Small Business issues and technical challenges and is still going strong.

Accountability & Economic Impact

The NMSBA Program, enabled by the Laboratory Partnership with Small Business Tax Credit Act, is accountable to the State of New Mexico for its expenditures. Each year the Program provides an annual report outlining projects, results, and economic impact.

The NMSBA Program measures its economic impact through client surveys conducted by Research and Polling and economic analysis provided by Brian McDonald, PhD Economist. This independent third party information is included in the annual report.

“The most tangible benefits to the New Mexico economy are the new jobs and retained jobs reported by these small businesses as a result of the assistance received.”

– Brian McDonald
PhD Economist

Results

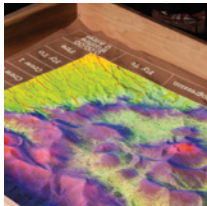
In 2010 the State of New Mexico along with Los Alamos National Laboratory and Sandia National Laboratories invested **\$4.5M** helping **341** small businesses in **27** counties to solve technical challenges.

Return on Investment (ROI)*	2000 - 2009
	1.24
* For every \$1.00 invested the state receives \$1.24. ROI is based on salaries of jobs created and retained.	
Economic Impact	
Small Business Jobs Created and Retained	1549
Mean Salary (\$)	\$38,574
Increase in Revenue (\$)	\$82,498,526
Decrease in Operating Costs (\$)	\$45,724,004
Investment in NM Goods/Services (\$)	\$19,534,614
New Funding/Financing Received (\$)	\$17,423,750
	2000 - 2010
New Mexico Small Businesses Assisted	
LANL	235
SNL	1501
Combined	1736
Rural vs Urban Businesses	
Rural	1119
Urban	617
Combined	1736
Dollar Amount of Assistance	\$25.1M

“Small businesses will lead us out of the current economic downturn. Both Los Alamos National Laboratory and Sandia National Laboratories are perfectly positioned to assist small businesses across New Mexico in this crucial role of vibrant economic breakthroughs.”

– Dave Meurer

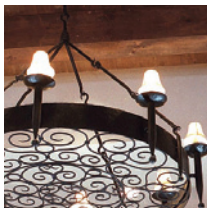
NMSBA Advisory Council Member and COO of Armed Response Team
(Albuquerque, NM, Bernalillo County)



SimTable

“NMSBA helped build research developed at the Santa Fe Complex into a marketable product.”

– Stephen Guerin
CTO of SimTable



Firefly Lighting, Inc.

“We have become 20% to 30% more efficient. The NM MEP training through the NMSBA Program was incredibly instructive and easy enough for everyone to participate.”

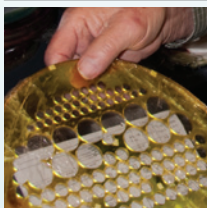
– Kathleen Le Scouarnec
Co-owner of Firefly Lighting, Inc



Trinity Medical Corporation

“Without NMSBA’s assistance, I would be spinning my wheels. Sandia’s Bob Winters was the right person at the right time.”

– Daniel Barela
Founder of Trinity Medical Corporation



Intor, Inc.

“Through the NMSBA contract with New Mexico Tech, we worked jointly to bring the best of hard and soft coating technologies together to produce a superior product not available in the industry today.”

– Stanley Bryn
President and CEO of Intor, Inc.

For more information contact:

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