

## RESULTS

1,736

BUSINESSES ASSISTED

1,549

JOBS CREATED/RETAINED

\$25.2M

TECHNICAL ASSISTANCE PROVIDED BY LABS

### WE ASSISTED

BUSINESSES IN ALL

33 COUNTIES IN NEW MEXICO



YEARS

# NMSBA

Los Alamos National Laboratory  
Sandia National Laboratories

*Solving New Mexico's Small Business Challenges*

## 10 YEARS OF ASSISTING NEW MEXICO SMALL BUSINESSES

Join us in celebrating the 10 Year Anniversary of the New Mexico Small Business Assistance (NMSBA) Program. Beginning in 2000, through legislation passed by the New Mexico State Legislature, Sandia National Laboratories and Los Alamos National Laboratory (joining in 2007) have provided technical assistance to 1,736 New Mexico small businesses.

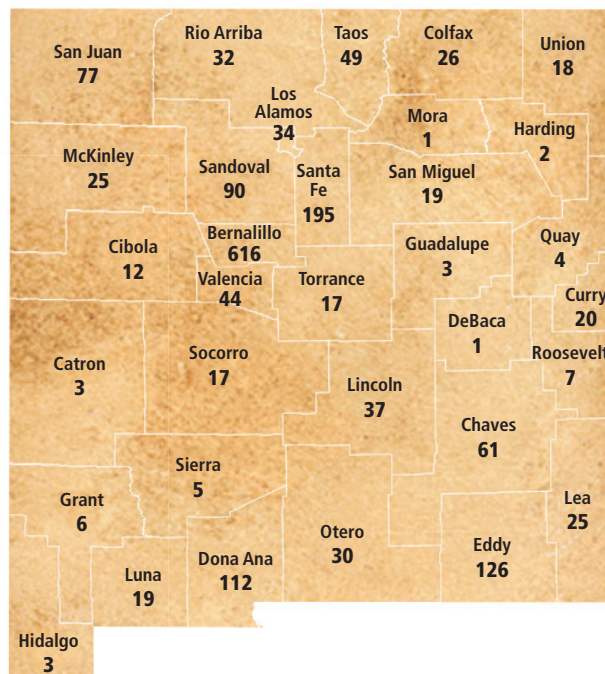
NMSBA helps New Mexico small businesses facing a technical challenge to access the unique expertise and capabilities of New Mexico's national laboratories. At no cost to the business, small businesses can seek assistance from lab scientists or engineers for projects that require testing, design consultation, and access to special equipment or facilities. Small businesses qualify if they are for-

profit, US owned and operated, located in and pay gross receipts tax to the state of New Mexico, and meet the definition of a small business under US Small Business Administration guidelines. Businesses located in Bernalillo County are eligible for \$10,000 worth of researcher hours per year, while businesses in rural counties are eligible for \$20,000.

In 2010, over 320 NM companies received direct assistance from laboratory staff, through NMSBA partner organizations including New Mexico Manufacturing Extension Partnership, University of New Mexico's Anderson School of Management and Management of Technology Program, New Mexico Institute of Mining and Technology's Department of Management, and New Mexico State University's Arrowhead Center, or as a leveraged project with multiple small businesses that shared in the same technical challenge.

We invite you to learn more about NMSBA through the experiences of the many New Mexico small businesses that have leveraged world-class science and technology to solve their technical challenges. To find out more about NMSBA or to contact us about your small business, visit [www.nmsbaprogram.org](http://www.nmsbaprogram.org).

Number of Businesses Assisted by County



## 2010 LANL PRINCIPAL INVESTIGATORS

David Alexander  
Aaron Anderson  
John Battles  
Robert Bourque  
Geoff Brown  
Mac Brown  
Camilla Bustamante (NNMC)  
Dominic Cagliostro  
David Carroll  
David Coblenz  
Bev Crawford  
Crystal Densmore  
Stephan Eidenbenz  
Matthew Fagan  
Kevin Farinholt  
Shihai Feng  
Kumkum Ganguly  
Greg Goddard  
George Gray  
David Guenther  
Markus Hehlen  
Jeff Heikoop  
Sul Kassieh (UNM-MOT)  
Sandeep Kumar  
Chris Leibman  
Steve Linger  
Rod Linn  
Cheng Liu  
Patrick Longmire  
Manuel Lovato  
Rohan Loveland  
Charles Lucero  
Joseph Mang  
Claudia Mora  
Harshini Mukundan  
Cleo Naranjo  
Bruce Orlor  
William Porch  
Jorge Ramon  
Paul Reimus  
Frank Reinow (NM Tech)  
Robert Roback  
Ardyth Simmons  
Jennifer Sinsabaugh (NM MEP)  
Mark E. Smith  
Mark K. Smith  
Jian Song  
Andrea (Shelly) Spearing  
Richard Strelitz  
Jeri Sullivan  
Basil Swanson  
John Tanski  
Bryce Tappan  
G. Loren Toole  
Gregory Wagner  
Steve Walsh (UNM-MOT)  
Cindy Welch  
Joanne Wendelberger  
Craig White (UNM-MOT)  
Debra Wroblewski  
Glen Wurden

## FEATURED HIGHLIGHTS FOR THE FIRST 10 YEARS OF NMSBA ARMED RESPONSE TEAM

The Armed Response Team (ART) was founded in 2004 by a group of retired Albuquerque Police Department officers to address the inability of police to respond promptly to burglar alarms. The company fills a unique need by having armed response force personnel appear immediately, in-person to locations where intrusion alarms have occurred. ART also realized it needed new ideas in security technology to enhance further growth of their company. This was especially true in the case of a unique market segment ART had identified: remote detection of outdoor storage and construction yard intrusions.

Securing storage yards and construction sites has long been expensive and ineffective. ART wanted to evaluate various products for effectiveness before marketing them to customers. Through the New Mexico Small Business Assistance (NMSBA) Program, Sandia National Laboratories Principal Investigator David Furgal helped ART identify and evaluate video motion detection technology. This technology provides alarms and video clips of

site intrusions to an alarm center for response force dispatch.

Los Alamos National Laboratory Principal Investigator Kirk Ellard later evaluated solar and battery power technology that could provide alternative means for powering outdoor security systems. "Many of these outdoor sites are not close to a power source," explains ART President David Meurer. "LANL used research it was conducting for national defense purposes to support our technical challenges at ART."

Over the past few years, ART's revenues have grown by 70%, while many security companies have lost market share. "Our partnership with NMSBA has absolutely paid off," says Meurer. "The expertise of our national labs allowed us to get into the marketplace faster, at a lower cost, and with better technology." Building on the company's growth from six to 33 employees, ART plans to open new locations in additional



markets by 2012. The company will replicate the footprint it has established in Albuquerque, using in-person response, coupled with effective Laboratory inspired technology to win long-term clients.

## CLEANAIR SYSTEMS, INC.

A visit to CleanAIR Systems in Santa Fe tells the story of the company's impressive growth. The facility off of Cerrillos Road is undergoing a major expansion after its acquisition by Caterpillar, Inc. in 2010. In the next few months, CleanAIR nearly double its existing workforce to a total of 85 employees.

Over the years, this solid foundation has enabled us to grow our staff and millions of dollars in annual revenue. Founded in 1993, CleanAIR developed innovative technology to clean the emissions of large diesel engines used for electricity generation, oil drilling, and marine applications. Controlling emissions for diesel engines is a \$12 billion worldwide business, driven by government regulations to reduce emissions.

"We have unique technology and a unique market position," says Michael Roach, the company's founder. "Over the years, this solid foundation has enabled us to grow our staff and increase revenues to millions of dollars."

CleanAIR Systems was one of the first small businesses assisted by the New Mexico Small Business Assistance Program (NMSBA). The company approached Sandia Na-



tional Laboratories to test and verify the performance of its catalyst system used to clean emissions in large diesel engines. Principal Investigator Ted Borek conducted experiments on diesel engine exhaust samples with CleanAIR catalysts. "It made a huge difference to customers to have Sandia Na-

tional Laboratories evaluate our products' performance," says Roach.

CleanAIR was a NMSBA Innovation Award recipient in 2001. Over the past ten years, the company has gone on to achieve incredible business success and receive numerous awards and verifications for its emissions control technology. These include the prestigious 2009 Environmental Protection Agency Technology of the Year Award and the 2010 Award of Excellence in Technology Transfer from the Federal Laboratory Consortium. "It's an example to all New Mexico small businesses of what we can achieve," says Roach, who started the company with one employee and a credit card,

and financed its growth through sales revenue and small loans. "The State of New Mexico and our national labs do a great job of providing access to scientific expertise and equipment at no cost," says Roach. "I can't think of a better place for a small business than New Mexico."

## FEATURED 2010 INNOVATION AWARD RECIPIENTS

# ROYAL FIBER SPINNERY

Rod Dakan, the owner of America's largest Alpaca fiber processor, Royal Fiber Spinnery in Ruidoso, says the greatest challenge to the Alpaca grower community is the expense and logistics of transportation of fiber. Most of the 100,000 Alpacas in the U.S. exist in herds of 20, scattered in all 50 states. Moving the annual fiber clip from farms to processing centers across the U.S. is prohibitively expensive based on available wool or cotton balers. Current equipment creates bales weighing 700 pounds and measuring 4' x 5' x 2', which is more fiber than most small farms would produce in a year.

Through NMSBA, Bob Winters, from Sandia's Organic Materials in Advanced Manufacturing Department, provided design consultation on a baler that compresses Alpaca fiber to a maximum weight of 50 to 70 pounds and a size of 1.5' x 1.5' x 1.5'. As the design developed, a testing device was built to validate the concept, then a 3D model and detailed drawing were created for Royal Fiber to have the baler manufactured.



Dakan has taken the design to a metal fabricator to begin production and plans to market the smaller, more efficient baler to the Alpaca grower community, as well

as utilizing it in his own processing facility. As a result, he anticipates significant increases in revenue and business for Royal Fiber Spinnery.

# ELDORADO BIOFUELS

When Paul Laur first began working with algae biofuels, he never expected to end up in the oil fields of southeast New Mexico. With partner Alfonz Vizsolay of VM Technology, Laur quickly realized that the large amount of water required for algae production could potentially limit the scope of his business. After consulting with an investor (and former petroleum company owner), Laur learned that millions of gallons of produced water are wasted annually as an unintentional consequence of oil and gas production. It was an ideal water source if Laur could figure out how to use it.

Through NMSBA, the Chemistry Division at LANL provided research and analysis of the chemistry of the produced water and biochemistry of algae based on VM Technology's Ultra-Violet Ozone Oxidation (UVOX) water treatment system. LANL researcher Greg Wagner demonstrated successful algal growth in treated water under controlled laboratory conditions.

The team found that the produced water in the Jal fields had the ideal constituents for algal growth and learned how to customize the treatment process for different types of produced water. Eldorado Biofu-



els' first ten-acre test bed in Jal will serve as a pilot for similar facilities that can be built on oil and gas fields statewide. It will

also provide the data needed to scale up as the nation's first 1,000-acre commercial algae facility.

## 2010 SNL PRINCIPAL INVESTIGATORS

- Jeff Abrams (NM MEP)
- David Aldridge
- Danny Armijo II (NM MEP)
- Darrell Armstrong
- Miguel Atencio
- Michel D. Bode
- Ted Borek
- Jeffrey Brinker
- John Brockmann
- Alexander Brown
- John Browning
- Susan Brozik
- Charles Bryan
- Edwin Bryce
- Ronald Burke (NM MEP)
- Michele Caldwell
- Paul Clem
- Kenneth Conrad
- Karen Converse (NM MEP)
- Philip Cooper
- Darin Desilets
- Shawn Dirk
- A. Burl Donaldson
- Daniel Dunlavy
- Brian Dwyer
- Stephen Dwyer
- Brandon Eames
- Nathan Edwards
- Thomas Gallegos
- Jeff Gilkey
- Richard Givler
- Jennifer Granata
- Mary Green
- Todd Griffith
- David Hannum
- Courtney Herrick
- Andrea Holling (NM MEP)
- Dawn Hommer (NMSU)
- Dale Huber
- Mark Ivey
- Jack Jakowatz
- Richard Jepsen
- Howland Jones
- Sul Kassieh (UNM-MOT)
- Chris Keintz (NMSU)
- Bruce Levin
- Daniel A. Lucero
- Monico Lucero
- Paul Mariner
- Shawn Martin
- James McElhanon
- Matt Moser (NM MEP)
- Justin T. Newcomer
- Christopher Penner (NMSU)
- Kent Pfeifer
- Phillip Pohl
- Kirk Rackow
- Michael Randolph (NM MEP)
- Frank Reinow (NM Tech)
- Allen Ricks
- Jesse Roberts
- Lauren Rohwer
- Sam Salimi (NM MEP)
- Allan Sattler
- Duane Schneider
- Michael Schuhen
- Peter Schwindt
- Claudia Serrano (NM MEP)
- Richard Shagam
- Subhash Shinde
- Shane Sickafoose
- Malcolm Siegel
- Constantine Stewart
- Amy Sun
- Michael Thomas
- Steve Walsh (UNM-MOT)
- Howard Walther
- Jason Wheeler
- Craig White (UNM-MOT)
- Denise Williams (NM MEP)
- Robert Winters
- William Yelton
- Dennis Youchison
- David Zamora

# 2010 NEW MEXICO COMPANIES SERVED BY COUNTY

## BERNALILLO

AAA Solar Supply, Inc.  
Adherent Technologies, Inc.  
AEGIS Technologies Group, Inc.  
Albuquerque Pipe & Pump Supply Company  
Allied Medical Technologies, Inc.  
Altela, Inc.  
AMMRE, Inc.  
Analytical Solutions, Inc.  
Ardham Technologies, Inc.  
Armored Construction  
AS-Photonics, LLC  
Believe, Inc.  
Big J Enterprises, LLC  
Birdblaster of New Mexico  
Black Mesa Coffee Co., Inc.  
Century Sign Builders  
Commercial Door & Hardware, Inc.  
Concise Motion Systems  
Consolidated Service Systems, Inc.  
Continental Machining Company  
Cornerstone Technical Services  
Crestline Plastics, Inc.  
Daniel B. Stephens & Associates, Inc.  
Davis Solutions, LLC  
Defiant Technologies  
Desert Paper & Envelope Company, Inc.  
Desert Plastics, LLC  
Direct Power & Water Corporation  
Ecofec.com, LLC  
Ecosystem Management, Inc.  
Edometrics  
Electro Science Technologies, LLC  
Entranosa Water and Wastewater Association  
EnviroLogic, Inc.  
Excel Manufacturing  
Ex-El Company, Inc., The  
Fiore Industries, Inc.  
Friktiontek  
Gram, Inc.  
Gratings, Inc.  
Greenbuilt Construction, LLC  
Hall Environmental Analysis Laboratory  
InLight Solutions, Inc.  
Instructional Design and Educational Specialists, LLC (IDES)  
Jade West, Inc. dba FastSigns  
Jaguar Precision Machine Corporation  
Kinesio  
Ktech Corporation  
Leather Wranglers  
Leo S. Gomez Consulting  
Life BioSciences, Inc. (LBSI)  
Linac Systems, LLC  
Linear Point Consulting, LLC  
Lumidigm  
M & M Sales, Inc.  
M M Fabrication, LLC  
MacAleese Companies, Inc., The dba Safe Zone Systems  
Machining Solutions, LLC  
Magic Machine Company  
Management Sciences, Inc.  
Manuel Figueroa  
Masha Manufacturing, Inc.  
Mechtronics Solutions, Inc. (MSI)  
Medina Consulting, LLC  
MJDarrconsult, Inc.  
MPS, Inc. dba Formulab  
New Mexico Clay  
New Mexico Mail Sort  
Noaz Sourcing Ltd, Co.  
Noel Savignac Consultants  
OGB Architectural Millwork, Inc.  
Osuna Development  
Pocagua Consulting  
Precision Grinding, Inc.  
R. T. Hicks Consultants  
Reytek, Inc.  
Roberson Construction Company, Inc.  
Royal Pacific  
RS Hughes  
SBA Materials, Inc.  
Senior Scientific, LLC

SK Infrared, LLC  
Skorpios Technologies, Inc.  
Software Solutions, Inc.  
SoilCo, LLC  
Soilutions, Inc.  
Southwest BioFuels, LLC  
Sun Country Industries  
Taycar Enterprises, Inc.  
TEAM Technologies, Inc.  
TK Services, Inc.  
Toma Alliance Group of NM, LLC  
TPL, Inc.  
Treeline Consulting, LLC  
Turquoise Trail Films, LLC  
Union Development Corporation  
Unirac, Inc.  
US Hydrants, LLC  
VeraLight, Inc.  
Vibrant Corporation  
Water Lady, Inc.  
Waterjet Cutting, Inc.  
WaterMart of NM  
ZTEC Instruments, Inc.

## CHAVES

A & B Company / Deco Veeneer  
AgVentures, LLC  
Ashcraft Consulting, Inc.  
Berken Energy  
CH4NET, Inc.  
Dean Baldwin Painting  
El Dorado Land Corporation  
GeoScience Technologies  
HEYCO Energy Group, Inc.  
New Mexico Salt Water Disposal Company  
Perry Farms  
Providence Technologies, Inc.  
Rich Glo Products, Inc.  
Richard Martin Geophysical Consulting  
Rio Magdalena Investment Corporation  
Sage Services Group, LLC  
Sun Valley Energy, Inc.  
Thrust Energy Corporation  
Yates Energy Corporation

## CIBOLA

GreenVolt Systems, LLC  
Inscription Rock Trading & Coffee Company  
Rael's General Construction & Cabinet Shop, Inc.  
Stewart Brothers Drilling Company  
Sun King Solar, LLC  
Tayshas Traders, LLC

## COLFAX

Accent Alternatives  
Angel Fire Resort Operations, LLC  
Rita Beard

## CURRY

Antelope Ridge Wind Farm, LLC  
Clean Funnel  
Farming Services Company of New Mexico dba FarmKo  
Leslie Candy, Inc.  
Ogallala - Clovis Bottlers, Inc.  
Southwest Cheese

## DEBACA

El Bigote Cattle Co, LLC

## DONA ANA

Abisur Medical Innovations, Inc.  
Ffhoenix Cuivre, LLC  
FXI - Foamex Innovations  
Glaz-Tech Industries  
Medius, Inc.  
Monarch Litho, Inc.  
Northwire, Inc.  
Pesticide Application Technologies, LLC (PATCO)

Porter Farms, LLC  
Shouman Associates Engineering  
Sunland Nursery Company

## EDDY

Bar W Farms  
Brininstool Equipment Sales, Inc.  
Cetane Energy, LLC  
Enchanted Herb Pantry  
George Rauch Ranch  
Johnny Reid Farms  
Jurva Farms  
New Mexico Texas Coaches  
Oscar Vasquez Farms  
RESPEC  
Walterscheid Heifers, Inc.  
Walterscheid Trucking and Farms, Inc.  
Western Environmental Management Group

## GUADALUPE

Singleton Ranches  
Thompson Cattle Company

## LEA

RMS Foods, Inc.

## LINCOLN

Church Mountain Ranch  
Last Chance Water Company  
Restoration Solutions, LLC  
Royal Fiber Spinnery  
Southwest Wind Dynamics  
Y Bar Ranch, LLC

## LOS ALAMOS

Adaptive Radio Technologies, LLC  
Aviani Ltd.  
Caldera Pharmaceuticals, Inc.  
Cottonwood Technology Group  
Eberline Services, Inc.  
Energy Related Devices  
GED, LLC  
Information Assets Management, Inc.  
Manhattan Isotope Technology  
North Wind, Inc.  
Portage Environmental, Inc.  
Samitaur Medical Technologies, LLC  
Sci Tac, LLC  
TerranearPMC

## LUNA

Compass Components

## MCKINLEY

BC Water Solutions, LLC  
Cabinets Southwest, Inc.  
Hydro Resources, Inc.  
M & L Programs  
Navajo Spirit Southwestern Wear  
Newberry & Associates, Ltd

## OTERO

Affordable Monitoring Services  
Applied Messaging  
Clear Skies Unlimited, Inc.  
MMM Snowplay  
S/4 Ranch  
Tularosa Vineyards  
Waverly Duggar Ranch

## QUAY

Jim Keith Tools  
JX Cattle Company, LLC

## RIO ARRIBA

Asher Fire Hose Co.  
Galeria Ortega, Inc.  
Joseph Merhege  
Kenny Salazar Orchard

McFarland Instrumentation Services  
Ortega's Weaving Shop, Inc.  
R Jim Dow  
Rancho de Chimayo  
Santa Cruz Farm

## ROOSEVELT

DairiConcepts  
Sunland, Inc.

## SAN JUAN

Advanced Wireless Communications, LLC  
Air Star, Inc.  
Alpha Bioscience Company, LP  
Aztec Machine & Repair, Inc.  
Biosphere Environmental Sciences & Technologies, LLC (B.E.S.T.)  
CIP, Inc.  
Clean Can Technology, Inc.  
Ecosphere Environmental Services, Inc.  
EnviroTech, Inc.  
FS Enterprises  
Haulrite of Four Corners, Inc.  
Henry Production, Inc.  
Herbert's Welding  
iina ba, Inc.  
Jack's Plastic and Welding  
King Sun Solar  
M & R Trucking  
Merilatt Industries, Inc.  
Nexstar I, LLC  
PESCO, Inc.  
R & T Holdings, LLC  
Real Green Building Systems (RGSB)  
Richard N. Arnold Consulting  
Shoes by Z-Coil of the Four Corners, Inc.  
Terra Tersus, LLC  
Worthy, Inc.

## SAN MIGUEL

Bluejay, Inc.  
Old Wood, LLC

## SANDOVAL

Advanced Composite Structures, LLC (ACS)  
AeroParts Manufacturing & Repair, Inc.  
ARS USA, LLC  
Corrales Innovations, LTD dba Thompson Engineering  
Focus, LLC  
HydraTech of New Mexico  
Hydroscience Associates, Inc.  
Insight Lighting  
JSA Photonics  
KEWA Resources, Ltd  
Mirasol Solar Energy Systems  
Paverde, LLC  
Seed International, Inc.  
Travois Industries, LLC  
Truchas Hydrologic Associates, Inc.  
VSTV Holdings, LLC  
WPL, LLC

## SANTA FE

Ambient Pixel, LLC  
AMI Corporation  
Amy C. Lewis, Consulting Hydrologist  
APJeT, Inc.  
Aromaland  
Arrakis Corporation  
Associated Surveys  
Atmocean, Inc.  
Center for Orthopaedic and Sports Performance Research, Inc.  
Centric Management Services  
Chapman Realty, Inc.  
Charlie Esquibel Traditional Woodwork  
Comeau, Maldegen, Templeman & Indall  
Communico, Inc.

Decysive Systems  
Eldorado Biofuels, LLC  
Energy Matter Conversion Corporation (EMC2)  
EnvironX, LLC  
Firefly Lighting, Inc.  
First Serve Productions  
Glorieta Geoscience, Inc.  
Good Water Company  
Harwood Consulting, PC  
Heilbron Associates, Inc.  
JG - Marketing Enterprise Associates, LLC  
Kreger Design Build  
Lau-Nahmias, LLC  
Los Atrevidos, Inc.  
Mesa Tech International, Inc.  
Metallicum, Inc.  
Mountain Hound, LLC  
Mr. Q's Rentals  
National Water Services, Inc.  
Native Son Builders, LLC  
New Mexico Biotech, Inc.  
NEXSW, Inc.  
Osita Ranch, LLC  
Paynes Nurseries & Greenhouses, Inc.  
Phelan Group, The  
Planet Forward, LLC  
Pointy Triangle, LLC  
S. Silber & Associates  
Santa Fe by Design Water Treatment  
Sierra Aviation, LLC  
Simfony, LLC  
Simtable  
Steady Yeddy  
Sustainable Resources, Inc.  
Tierra Merced, LLC  
Vista Therapeutics, Inc.  
Vitre International, LLC  
VM Technology, Inc.  
Warshawer, Steve  
Wartell Enterprises, LLC  
Watermatters, LLC

## SOCORRO

Animal Haven Veterinary Clinic of Socorro, P.C.  
BBS Group, LLC  
Intor, Inc.

## TAOS

Biofuels & Energy, LLC  
Canon Forestry, LLC  
Musicode Innovations  
Pica Services, LLC  
PNI Institute  
Private Label Select Ltd Company  
River Brink, LLC, The  
ThermaSun, Inc.  
Valverde Energy, Inc.

## TORRANCE

Greene Ranch, LLC  
McKenzie Land and Livestock Company  
Schwebach's, LLC

## UNION

Brockman Ranches, Inc.  
Hutcherson Family Limited Partnership  
Russell Heimann Ranch  
Track L Ranch  
Walker Brangus

## VALENCIA

Jumping Bean Party Rentals dba Concrete Impressions USA  
Lava Living, LLC  
Pro-Fab, Inc.  
Simons Systems  
Soil Secrets, LLC  
Wall Colmonoy