



Solving New Mexico's Small Business Challenges

**New Mexico Small Business
Assistance (NMSBA) Program
Call for Proposals
2020 First Call Leveraged Projects**

The New Mexico Small Business Assistance (NMSBA) Program is accepting proposals for calendar year 2020 Leveraged Projects. The program enables small for-profit New Mexico businesses solve critical challenges by accessing Los Alamos and Sandia national laboratories' unique expertise and capabilities. Technical assistance is provided at no cost to the businesses and is rendered in the form of laboratory staff time and their use of specialized equipment and incidental materials.

Annually, each qualifying New Mexico small business is eligible to receive laboratory technical assistance equivalent to \$20K for businesses located in Bernalillo and Santa Fe Counties and \$40K for businesses located in all other NM counties. Assistance requested must not be available in the private sector at a reasonable cost. The program does not provide cash or equipment to small businesses.

A Leveraged Project allows multiple small businesses that share technical challenges to request assistance collectively. Projects can be funded up to the sum of the assistance for which each participating company is eligible, with total funding from \$40K-\$120K. Leveraged projects must be complete by the end of calendar year 2020.

Proposals Due:	September 3, 2019 (late submissions will not be accepted)
Submissions:	Submit proposals via email or fax SNL Proposals: Sharon Evans, sfevans@sandia.gov , fax 505-284-9551 LANL Proposals: Kimberly Sherwood, ksherwood@lanl.gov , fax upon request
Initial proposal decision:	September 13, 2019 Successful proposals will move forward to the next phase. Additional information and a presentation are required.
Final project decision:	November 8, 2019

Proposals must include the following information:

1. The title of the project
2. Name and contact information for the laboratory technical staff member who will lead the project
3. A description of:
 - the problem faced by the small businesses (250 word limit);
 - how this project will address the problem (250 word limit);
 - the laboratory capability utilized that is not available in the private sector at reasonable cost (100 word limit);
 - the anticipated economic impact of the project on the participating small businesses (250 word limit)
Economic impact can include job creation or retention, increasing revenue, decreasing operating costs, cost avoidance, potential for funding and financing, investment in NM goods and services, etc.

4. The category that best describes the technical assistance work that will be done on the project (choose one from the following list):

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

5. Name, address (including county), and contact information for at least two New Mexico small businesses requesting the assistance.

Note: All small businesses must be for-profit, located and registered to do business in New Mexico, and meet the U.S. Small Business Administration's Small Business Size Standards (<https://www.sba.gov/document/support--table-size-standards>).

6. For each requesting company, the industry category that best describes the main activities of the business (select one industry for each company from the following list):

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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 | |

A limited number of proposals will be selected to move forward. If the proposal is selected to continue, additional information and a presentation will be required. The additional information will be due October 17, 2019, and the presentation will be in Albuquerque, October 30, or Santa Fe, October 31, 2019. The NMSBA Program Advisory Council will evaluate all presentations. Companies whose proposals are selected for funding will be notified by November 8, 2019.

For more information on leveraged projects, please contact:

Kimberly Sherwood, 505-665-1305, ksherwood@lanl.gov (Los Alamos National Laboratory)

Sharon Evans, 505-845-9671, sfevans@sandia.gov (Sandia National Laboratories)