



*Solving New Mexico's Small Business Challenges*

**New Mexico Small Business  
Assistance (NMSBA) Program  
Call for Proposals  
2021 First Call Leveraged Projects**

The New Mexico Small Business Assistance (NMSBA) Program is accepting Leveraged Project proposals for calendar year 2021.

The NMSBA program enables small, for-profit businesses in New Mexico to solve critical challenges by accessing Los Alamos and Sandia national laboratories' unique expertise and capabilities at no cost to the businesses. Individual businesses in the urban counties of Bernalillo and Santa Fe are eligible to receive up to \$20k of technical assistance, while businesses in all other rural counties may receive up to \$40k of assistance. Assistance is rendered in the form of laboratory staff time and their use of specialized equipment. The program does not provide cash or equipment, and the assistance requested must not be available in the private sector at a reasonable cost.

Leveraged NMSBA projects allow multiple New Mexico 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 (e.g. two rural businesses together with one urban business could collectively receive up to \$100k in assistance). Leveraged projects must be complete by the end of calendar year 2021.

<b>Proposals Due:</b>	<b>October 26, 2020 (late submissions will not be accepted)</b>
<b>Submissions:</b>	<b>Submit proposals via email or fax</b> SNL Proposals: Sharon Evans, <a href="mailto:sfevans@sandia.gov">sfevans@sandia.gov</a> , fax upon request LANL Proposals: Julia Wise, <a href="mailto:jlwise@lanl.gov">jlwise@lanl.gov</a> , fax upon request
<b>Initial proposal decision:</b>	<b>October 28, 2020</b> Successful proposals will move forward to the next phase. Additional information and a presentation are required.
<b>Leveraged Project Presentations</b>	<b>December 2 &amp; 3, 2020</b>
<b>Final project decision:</b>	<b>December 8, 2020</b>

**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 that 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 includes job creation or retention, increasing revenue, decreasing operating costs, cost avoidance, potential for funding and financing, investment in NM goods and services, etc.)*.

[www.NMSBAprogram.org](http://www.NMSBAprogram.org)

4. The category that best describes the area of technical assistance to be rendered for the project (choose one from the following list):

- |  |                                    |
|--|------------------------------------|
| (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 of the New Mexico small businesses requesting the assistance.

*Note: All small businesses must be for-profit, located in 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):

- |  |   |
|--|---|
| (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 November 16, 2020, and the presentations will be December 2 or December 3, 2020. The NMSBA Program Advisory Council will evaluate all presentations. Companies selected for assistance will be notified by December 8, 2020.

**For more information on leveraged projects, please contact:**

Julia Wise, 505-665-5827, [jlwise@lanl.gov](mailto:jlwise@lanl.gov) (Los Alamos National Laboratory)

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