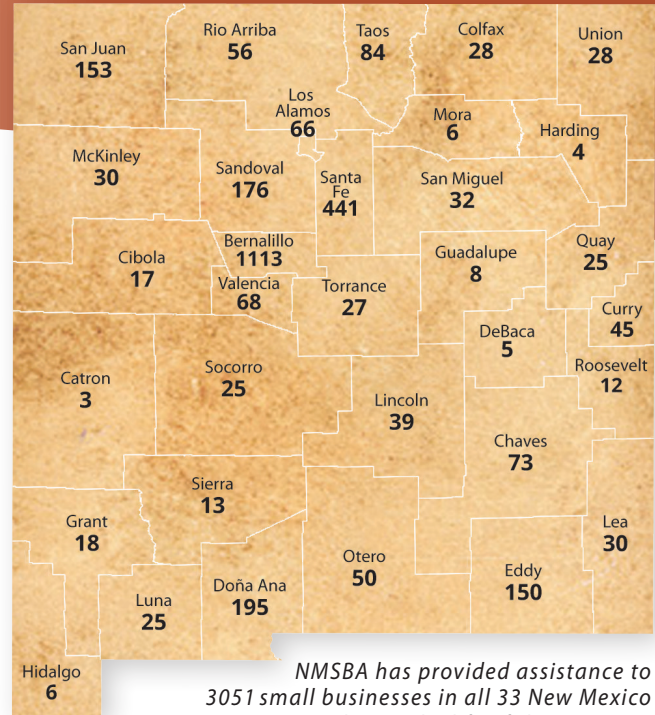


Solving New Mexico's Small Business Challenges



NMSBA has provided assistance to 3051 small businesses in all 33 New Mexico counties during the life of the program.

OVERVIEW

The New Mexico Small Business Assistance (NMSBA) Program provides free technical support from Los Alamos and Sandia national laboratories to for-profit small businesses throughout the state. This support is offered as Lab expertise and resources valued at \$20,000 for New Mexico small businesses located in urban areas (Bernalillo and Santa Fe Counties), and \$40,000 for small businesses located in rural areas.

HISTORY

In 2000, the New Mexico State Legislature created the *Laboratory Partnership with Small Business Tax Credit Act* for the purpose of "bringing the technology and expertise of the national laboratories to small businesses in New Mexico to promote economic development in the state, with an emphasis on rural areas." In response, Sandia National Laboratories established the NMSBA Program, and in 2007, Los Alamos National Laboratory began participating. Today, NMSBA has almost 20 years of success leveraging federal investment in world-class science and technology.

PARTNERSHIPS

NMSBA is an effective partnership among small businesses, the State of New Mexico, and Los Alamos and Sandia national laboratories. In addition to services provided by the Labs, NMSBA contracts for unique services with the New Mexico Manufacturing Extension Partnership, University of New Mexico (UNM) Management of Technology program at the Anderson School of Management, UNM School of Engineering, Arrowhead Center at New Mexico State University, and New Mexico Tech Department of Management..

ACCOUNTABILITY & ECONOMIC IMPACT

NMSBA is accountable to the State of New Mexico for its expenditures. Each year, NMSBA provides an annual report outlining projects and results. Economic impact is measured through client surveys conducted by Research & Polling, Inc., and economic analysis provided by Robert Grassberger, PhD Economist.

RESULTS

In **2019** the State of New Mexico, along with Los Alamos and Sandia national laboratories, invested **\$4.7M** helping **308** small businesses in **23** counties.

2000 - 2018*	
Economic Impact	
Small Business Jobs Created and Retained	8778
Average Reported Salary (2018)	\$49,803
Increase in Revenue	\$395,902,951
Decrease in Operating Costs	\$202,623,463
Investment in NM Goods/Services	\$140,040,267
New Funding/Financing Received	\$175,913,605
<i>*Surveys are performed six months to one year after project completion.</i>	
2000 - 2019	
New Mexico Small Businesses Assisted	
Los Alamos National Laboratory	1048
Sandia National Laboratories	2344
Combined	3051**
Rural vs Urban Businesses	
Rural (63%)	1912
Urban (37%)	1139
Combined	3051
Dollar Amount of Assistance	\$67.2M

Return on Investment

For every \$1.00 of tax credit invested, the State receives a return of \$1.49.

** Some companies are served by both laboratories.

“The NMSBA Program is a great success story and a true asset for New Mexico’s small businesses. NMSBA has had a very positive impact in the state in terms of job creation, job retention, and economic development.”

Brian Sanderoff, President, Research & Polling, Inc.

WHAT BUSINESSES ARE SAYING ABOUT NMSBA



Rhino Health - McKinley County, Navajo Tribal Land

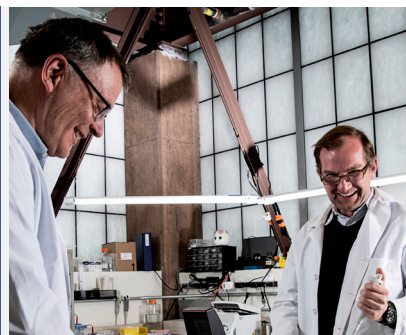
“The results from NMSBA and Sandia gave me the confidence to move forward to build our first nitrile glove factory in the United States. My goal now is to build four or five more factories in the Gallup area.”

*Mark Lee
President & CEO, Rhino Health, Inc.*

Parting Stone - Santa Fe County

“The results from NMSBA and Los Alamos were spectacular, and we would love to work with them forever.”

*Kimberly Corbitt
CEO, Chronicle Cremation Designs, dba Parting Stone*



NTxBIO - Santa Fe County

“NMSBA enables small businesses with limited resources, like all technology start-ups, to secure technical and business help from various organizations in New Mexico. Such support assists businesses moving from concept to commercial markets.”

*Matthew Ennis
CEO, NTxBio, LLC*

Wicked Edge Sharpeners - Santa Fe County

“Thanks to NMSBA, the New Mexico Manufacturing Extension Partnership broke through all the personality types and odd workarounds at my company and streamlined the entire process so that we went from a stagnant company to one with increased revenue.”

*Clay Allison
CEO, Hollowpoint, LLC, dba Wicked Edge Sharpeners*



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NMSBAprogram.org

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