

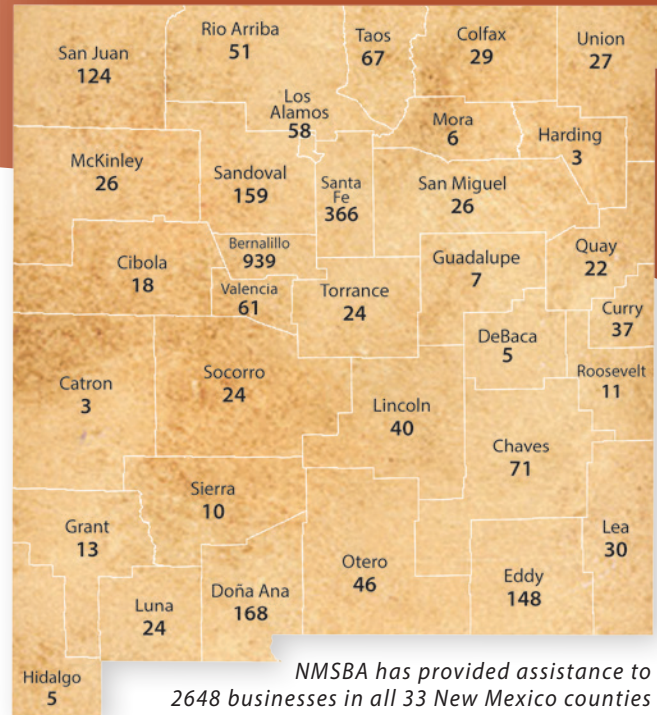


NMSBA

Los Alamos National Laboratory
Sandia National Laboratories

Solving New Mexico's Small Business Challenges

NEW MEXICO SMALL BUSINESS ASSISTANCE PROGRAM



OVERVIEW

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.” As a result, Sandia National Laboratories established the New Mexico Small Business Assistance (NMSBA) Program to provide technical support to small businesses throughout the state. Los Alamos National Laboratory began participating in NMSBA in 2007. Jointly, the labs are committed to solving small businesses’ critical challenges with national laboratory expertise and resources; influencing New Mexico business development by building capacity, capabilities, and competencies; and acting as an advocate for small businesses through an entrepreneurial culture.

PARTNERSHIPS

NMSBA is an effective partnership among small businesses, the State of New Mexico, and Los Alamos and Sandia national laboratories. In addition, NMSBA currently 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, the Arrowhead Center at New Mexico State University, and New Mexico Tech Department of Management. NMSBA has more than 16 years of success leveraging federal investment in world-class science and technology. Other states seek to replicate this results oriented public-private partnership.

ACCOUNTABILITY & ECONOMIC IMPACT

NMSBA, enabled by the Laboratory Partnership with Small Business Tax Credit Act, is accountable to the State of New Mexico for its expenditures. Each year, NMSBA provides an annual report outlining projects, results, and economic impact. NMSBA measures its economic impact through client surveys conducted by Research & Polling, Inc., and economic analysis provided by Robert Grassberger, PhD Economist. This independent third party information is included in the annual report.

RESULTS

In **2016** the State of New Mexico, along with Los Alamos and Sandia national laboratories, invested **\$4.8M** helping **365** small businesses in **29** counties.

2000 - 2015*	
Economic Impact	
Small Business Jobs Created and Retained	5734
Mean Salary	\$38,975
Increase in Revenue	\$272,316,966
Decrease in Operating Costs	\$142,422,965
Investment in NM Goods/Services	\$108,874,381
New Funding/Financing Received	\$110,710,519
<i>*Surveys are performed six months to one year after project completion.</i>	
2000 - 2016	
New Mexico Small Businesses Assisted	
Los Alamos National Laboratory	684
Sandia National Laboratories	1964
Combined	2648
Rural vs Urban Businesses	
Rural (65%)	1709
Urban (35%)	939
Combined	2648
Dollar Amount of Assistance	\$53.3M
Return on Investment	
For every \$1.00 of tax credit invested, the State receives a return of \$1.26.	
Matching Investment	
For every \$1.00 of tax credit invested, the labs provide a matching investment of \$.80.	

“NMSBA helps companies improve their operations and be more competitive in the marketplace. This impressive program has a very positive impact on job creation, job retention, and economic development throughout the state.”

Brian Sanderoff, President, Research & Polling, Inc.

WHAT BUSINESSES ARE SAYING ABOUT NMSBA



Smart Battery Manager Leveraged Project – Otero and Bernalillo Counties

“NMSBA pulled together an awesome team that helped us realize our vision.”

Greg Walker

*Chief Operating Officer
Silent Falcon UAS Technologies, Inc.*



Tibbar Plasma Technologies – Los Alamos County

“The technical evaluation performed through NMSBA enabled us to successfully compete and win grants to begin manufacturing prototypes of our technology.”

Richard Nebel

*President
Tibbar Plasma Technologies, Inc.*



bioLime – Santa Fe County

“NMSBA has been a key component during the transition of relocating my company to New Mexico. The access to the expertise provided has been nothing short of outstanding.”

Brian Coia

*Founder and President
bioLime®, Inc.*



Innobright Technologies – Bernalillo County

“With the assistance of NMSBA, I am realizing my vision of shifting the paradigm of ‘computing’ in computer-generated imagery and visual effects rendering.”

Raghu Kopalle

*President and CEO
Innobright Technologies, Inc.*



Los Alamos National Laboratory
Kim Sherwood, Project Manager
P.O. Box 1663, C333
Los Alamos, NM 87545
P: 505-665-1305 - F: 505-665-3125
ksherwood@lanl.gov



Sandia National Laboratories
Genaro Montoya, Program Leader
P.O. Box 5800, MS 1495
Albuquerque, NM 87185-1495
P: 505.284.0625 - F: 505.284.9551
gmontoy@sandia.gov



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