

Welcome

The session will begin shortly.



HOUSEKEEPING

In an effort to preserve virtual meeting bandwidth:

- ▶ Please join with audio only and make sure audio is muted
- ▶ We encourage you to ask questions using the message feature at any time
- ▶ We will open for discussion at the end

NMSBA

(New Mexico Small Business Assistance)

Information Session

Judy Hendricks
Project Manager, NMSBA

NMSBA PROGRAM

- ▶ **Joint program** between Los Alamos National Laboratory (LANL) and Sandia National Laboratories (SNL)
- ▶ Allows the laboratories to receive a **gross receipts tax credit** in exchange for providing assistance to the small businesses
- ▶ The goal is to **bring the technology and expertise of the labs to small businesses** to enhance New Mexico's economy with an emphasis on rural New Mexico
- ▶ Test / Evaluate / Imaging / Modeling



Assistance is at NO COST to the small business

- ▶ Do you have a technical challenge?
- ▶ Need help with testing or design consultation?
- ▶ Need access to special equipment?
- ▶ Testing a model?
- ▶ Need help with advanced imaging?

NOTES: The assistance MUST NOT be readily available in the commercial sector at a reasonable cost. NMSBA does not create prototypes, websites, or Apps. Labs cannot provide cash or equipment to the small businesses.



New Mexico National Labs and Our Partners

Sandia National Laboratories / Los Alamos National Laboratory

Our Partners

- ▶ NM Manufacturing Extension Partnership (NMMEP)
- ▶ University of New Mexico – Management of Technology (MOT) and School of Engineering
- ▶ New Mexico Institute of Mining & Technology
- ▶ New Mexico State University



NMSBA Success Stories



Emerging Technologies Ventures



Analytical Technologies, Inc.

Qualifications

Company must be a **New Mexico, for-profit, small business**

- ▶ Must have a NM State Tax ID# (CRS number) unless it is a sole proprietorship
- ▶ Must meet the definition of a small business as set by US Small Business Administration guidelines

Restrictions

- ▶ Assistance requested must not be available through private industry at a reasonable cost
- ▶ The labs cannot provide cash or equipment to the small business
- ▶ All work must begin and end within the same calendar year

Individual Project

One Small Business

- ▶ Involves a single New Mexico for-profit business
 - ▶ Projects address challenges specific to the business
 - ▶ Technical Assistance/Consulting not available in the private sector at a reasonable cost
 - ▶ Test / Evaluate / Imaging / Modeling
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- ▶ Urban Counties (Bernalillo & Santa Fe) - \$20K per calendar year in assistance
 - ▶ Rural Counties - \$40K per calendar year in assistance
 - ▶ Funding is used primarily for laboratory labor

Individual Project Funding

Urban Counties (Bernalillo & Santa Fe)

\$20K

-per calendar year in assistance

Rural Counties

\$40K

-per calendar year in assistance

Funding is used primarily for laboratory labor

What is a Leveraged Project?

- ▶ Can be funded at higher level than a project for a single company
- ▶ **2 or more small businesses** can request assistance collectively
- ▶ Technical assistance must be for **a shared challenge**
- ▶ Completes within 1 calendar year at a **range of \$40K-\$120K**
- ▶ 2 calls per year in January and September (can vary each year)



Project Requirements

Principal Investigator (PI)

- ▶ **One laboratory staff member** is assigned to serve as PI
- ▶ The PI serves as the **project coordinator**, even though the work may be performed by a team
- ▶ The PI **communicates** with the NMSBA team and small businesses
- ▶ All laboratory personnel performing work on an NMSBA project must **comply with all laboratory-specific requirements**, including those related to safety and security

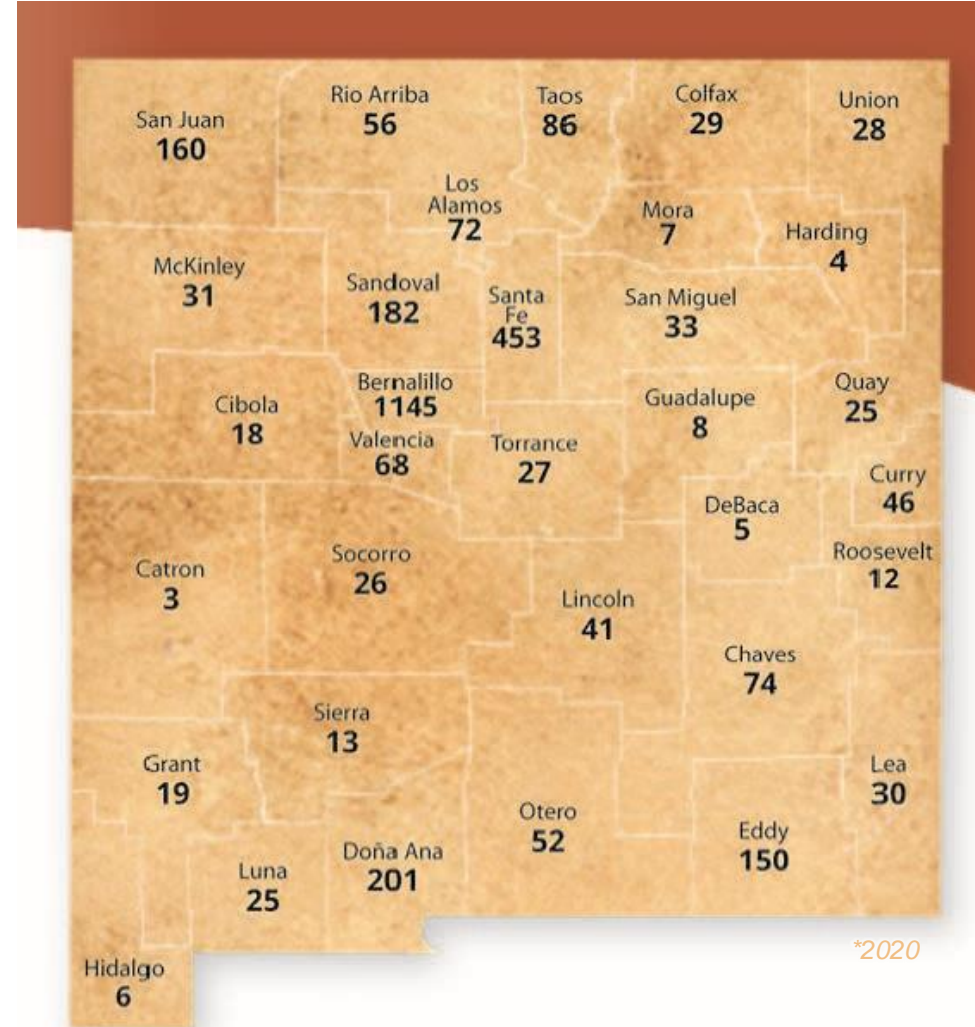
Project Requirements

Small Business Point of Contact (POC)

- ▶ The POC will **represent the small business** and **work with the PI** throughout the project
- ▶ The POC duties include
 - ▶ **Communicating the small business needs** to the PI
 - ▶ Responding in a timely manner to NMSBA staff requests for **forms and documentation** for participating small businesses
 - ▶ Promptly provide information and materials as requested

NMSBA Projects-All Counties

Since inception, the NMSBA program has provided assistance to NM small businesses in all 33 counties.



*2020

Joint Laboratory Metrics



2000 – 2020 Economic Impact*		2000 – 2020 New Mexico Small Businesses Assisted**	
Small Business Jobs Created and Retained	10,211	Los Alamos National Laboratory	1,092
Average Reported Salary in 2020	\$53,545	Sandia National Laboratories	2,400
Increase in Revenue	\$459,230,134	Combined	3,135
Decrease in Operating Costs	\$262,342,950	Dollar Amount of Assistance	\$71.7M
Investment in NM Goods/Services	\$172,177,858		
New Funding/Financing Received	\$214,129,531		

**Economic Impact surveys are performed 6 months to 1 year after completion.*

***Some companies are served by both laboratories*



How to Apply for Assistance

- ▶ Go to the NMSBAprogram.org website
- ▶ Click on “Request for Assistance” orange button
- ▶ Fill out the 1 page form - Only need a sentence or 2 explaining the type of assistance needed
- ▶ A project manager will contact you within 5 business days to do an intake questionnaire
- ▶ Meet with the engineer/scientist and the project manager to develop a scope of work



Questions?

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Thank you
for joining us!

