

ATTACHMENT A
CY26 - SBDC SERVICE CENTER
DELIVERABLES

The following Deliverables are to be accomplished each Quarter of Program Year:

- Provide and promote SBDC Key Services within Designated Service Area:
 - Fully document all business counseling using Neoserra for initial and each subsequent client business counseling session no later than the end of the next working day.
 - Fully record and document all training in Neoserra by end of fifth working day.
- Fully record and document measures on Client Growth Assessment and enter in Neoserra by the end of the next working day.
- All SBDC Program funded staff attend and participate in the NMSBDC Ecosystem WIG meetings.
- SBDC Service Center Director attend and participate in the scheduled meetings for center directors.
- SBDC Program funded staff attend in person meeting(s) set by the Executive State Director.
- All SBDC Program funded staff attend and participate in Quarterly Programmatic and Financial Reviews
- Fulfill your SBDC Service Center's agreed improvement action(s) identified during Quarterly Programmatic and Financial Reviews.
- Fulfill your SBDC Service Center's participation commitments made during NMSBDC Ecosystem WIG meetings.

The following are due EVERY Quarter to your assigned ASD normally within 15 days of the quarter end date for the ASD review and feedback. Using the ASD feedback provided submit the listed attachments to invoices@sfcc.edu with 30 days of quarter end date (see the cooperative agreement for additional instructions):

- Request for Reimbursement (Attachment C)
- Program Income Statement (Attachment D)
- Quarterly Time and Effort Report (Attachment G) for each SBDC Program funded staff member
- Quarterly Personnel Costs (Attachment V)

The following is due once a year (submissions by NMACC host institution Service Centers are due annually by June 15 and submission by NMICC host institution Service Centers are due annually by December 15):

- Use Attachment T Client Success Story Instructions to complete and submit client success stories.

Measures

The NMSBDC Program measures for CY26 are listed below. Additionally, your center's fair share of the 5 NMSBDC Program's contracted goals are also listed below with the corresponding measure:

- Cost per jobs created or saved. (\$5,000 or less) (benchmarked) (NM) (KPI): = **XXX**
- Number of clients advised. (benchmarked) (SBA) = **XXX**
- Number of new business starts. (benchmarked) (SBA) = **XXX**
- Number of capital infusion transactions. (benchmarked) (SBA) = **XXX**
- Number of small businesses which receive counseling and/or training on innovation & intellectual property protection. (benchmarked) (SBA) = **XXX**
- Number of legislative visits.
- Number of third party endorsements.
- Number of media exposures.
- Number of community presentations.
- NMSBDC Client satisfaction level. (4.5 or higher on 5 point scale)