

New Mexico Small Business Assistance (NMSBA) Program

Genaro Montoya
Sandia National Laboratories

What is the NMSBA Program?

- Gross receipts tax credit legislation
- Joint program
 - Los Alamos National Laboratory (LANL)
 - Sandia National Laboratories (SNL)



The Goal

- Bring the technology and expertise of the labs to small businesses
 - Enhance New Mexico's economy
 - Emphasis on rural New Mexico



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Company Qualifications

- Small business
- Located in New Mexico
- US owned and operated
- For-profit
- NM State Tax ID# unless sole proprietorship

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Restrictions



- Service 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

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Funding



- Covers lab staff hours for technical consulting up to:
 - \$20,000 for rural companies
 - \$10,000 for urban companies (Bernalillo County)
- Assistance is rendered at no cost to business

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How does it work?

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NMSBA Project Categories

■ Individual

- Single business
- \$10K or \$20K depending on location
- Applications taken year round

■ Leveraged

- More than 1 business
- Greater than \$20K
- Once a year proposal and selection process



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▪ **Contract**

- New Mexico Manufacturing Extension Partnership (NM MEP)
- The Management of Technology Program at UNM
- The Department of Management at NM Tech
- New Mexico State University (through Arrowhead Center)
- Northern New Mexico College




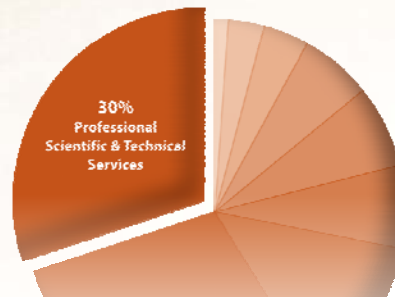
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Types of Companies

INDUSTRIES OF SMALL BUSINESS SERVED IN 2010

Professional Scientific, & Technical Services	30%	
Manufacturing	29%	
Agriculture & Natural Resources..	13%	
Other Services (except Public Administration) ..	7%	
Retail & Wholesale Trade	7%	
Oil & Gas, Utilities, Mining.....	6%	
Real Estate, Finance, Insurance, Management Services	4%	
Media & Hospitality.....	3%	
Education Services & Health Care..	1%	



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Project Examples: Types of Companies Served



Oil and Gas Extraction

- SWD Desalination Leveraged Project



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Professional, Technical and Scientific and Waste Management and Remediation

- Ramah-Espanola Water Treatment Leveraged Project



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Retail and Wholesale Trade
– ICE-LOC[®]



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Manufacturing
– Firefly Lighting, Inc.



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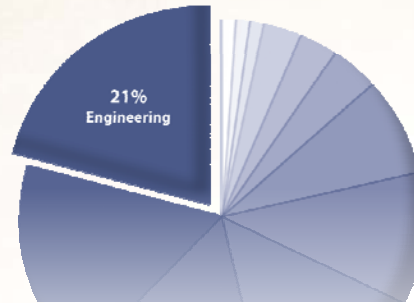
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Types of Assistance



LABORATORY CAPABILITIES UTILIZED IN 2010

Engineering	21%
Earth & Environmental Sciences ..	17%
Manufacturing	16%
Business Development	14%
Materials Science	11%
Advanced Modeling & Simulation ..	8%
Chemistry	4%
Energy	3%
Math & Computer Science	3%
Astronomy & Physics	1%
Micro-Nano Technology	1%
Biological & Medical	1%



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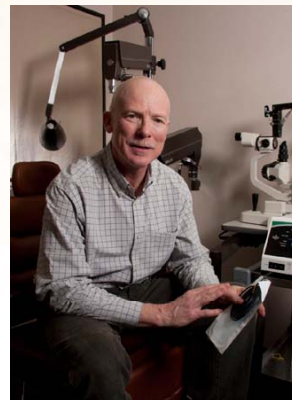


Project Examples: Types of Assistance Given



Biological and Medical

– Allied Medical Technologies, Inc.



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Engineering

– Trinity Medical Technologies, Inc.



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Materials Science

– Thermasun, Inc.



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Math & Computer Science – SimTable



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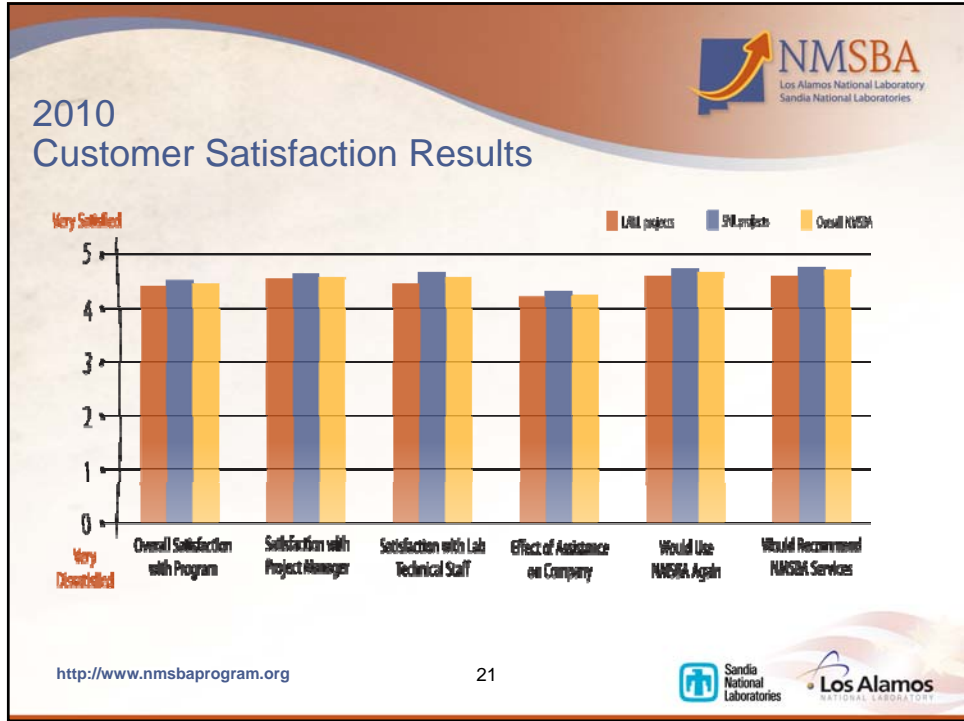
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10 Years of Results

- 1,736 Businesses Assisted
- 1,549 Jobs Created/Retained
- \$25.2M Technical Assistance Provided
- 33 Counties Served (All NM Counties!)

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- ## NMSBA Los Alamos National Laboratory Sandia National Laboratories
- # Points of Contact
- SNL
 - Program Manager
 - Jackie Kerby-Moore (505) 845-8107 jskerby@sandia.gov
 - Team Lead
 - Genaro Montoya (505) 284-0625 gmontoy@sandia.gov
 - Project Managers
 - Jenniffer DeGreeff (505) 844-9623 jldegre@sandia.gov
 - Leigh Schutzberger (505) 845-9700 laschut@sandia.gov
 - LANL
 - Program Leader
 - Mariann Johnston (505) 667-4391 mjohnston@lanl.gov
 - Leveraged Projects
 - Becky Coel-Roback (505) 667-1710 becky_cr@lanl.gov
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