



NMSBDC Update to the Legislation Finance Committee

October 31, 2019



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SBDC Program

The SBDC Program is designed to provide high quality business and economic development assistance to small businesses and nascent entrepreneurs (pre-venture) in order to promote growth, expansion, innovation, increased productivity and management improvement.

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SBDC Program 2

The SBDC program is the federal government's largest and most successful management and technical assistance program for small businesses

There are more than 1000 full time service centers in the US and its territories

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NMSBDC Program

- Awarded in 1988 and annually thereafter Santa Fe Community College (SFCC) is the recipient organization for the SBDC program in New Mexico and is responsible for oversight and implementation of the program.
- SFCC doesn't receive any funding for the college from the grant as all funding goes directly to the NMSBDC Program.

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What is the NMSBDC Network

- **The SBDC network is a U.S. Small Business Administration (SBA) program;**
- **Funded by a federal grant and the State of New Mexico;**
- **With 18 service centers hosted at colleges/universities along with 9 satellite offices throughout NM;**
- **6 Procurement Technical Assistance Centers (PTAC) - a U.S. Department of Defense program; and**
- **The International Business Accelerator in Santa Teresa in conjunction with Western New Mexico University**

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NMSBDC Network



The program is designed to leverage the strength of NM's Higher Education institutions allowing the SBDC network to provide direct assistance to both existing and potential entrepreneurs in all 33 counties of the State.

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What We Do

The network develops skilled entrepreneurs and strong businesses through one on one business advising & training.

Direct hands on **NO FEE** assistance is provided in:



- Starting a new business
- Growing an existing business
- Saving a business
- Obtaining financing

No to low cost business training and workshops

PTAC is the bridge between business and government
IBA the one-stop to introduce products and services
into the global market

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PTAC

Procurement Technical Assistance Centers (PTACs) provide expert **Government Contracting** help at no charge, through training, one-on-one counseling, tailored to the specific needs of the business.

Teaches what businesses need to know to connect with other small businesses and agency buyers.

Funded in part through a cooperative agreement with the Defense Logistics Agency and the State of NM.

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The International Business Accelerator is a one-stop shop of resources for NM businesses and individuals wishing to introduce their product or service into the global market. They offer:

- educational programs on how to export/import
- an online resource guide of international trade materials,
- an electronic database of international trade leads/joint venture opportunities.
- outgoing and reverse trade missions of foreign buyers and sellers for the benefit of NM companies.
- one-on-one counseling for businesses seeking assistance in meeting their international trade objectives.
- innovative supply the supplier program.

The New Mexico SBDC is the **State's ONLY nationally accredited** business assistance program. (5 year cycle)

The New Mexico SBDC is the State's first business assistance program with an economic impact **verification system** in place.

Economic Benefits brought into the State

- In 2019 the program assisted clients in obtaining \$168,669,516 in Federal prime and sub contract awards.
- Assisted 711 active clients received 1,029 contracts from federal, state and local agencies.
- Since 1991 the program has assisted clients with starting 9,633 new businesses and obtaining \$905,125,813 in loans and equity.

Since its inception in 1989 the program has assisted clients with creating and retaining more than 33,508 jobs.

The cost per job created for SFY 19 was \$2,840



ROI

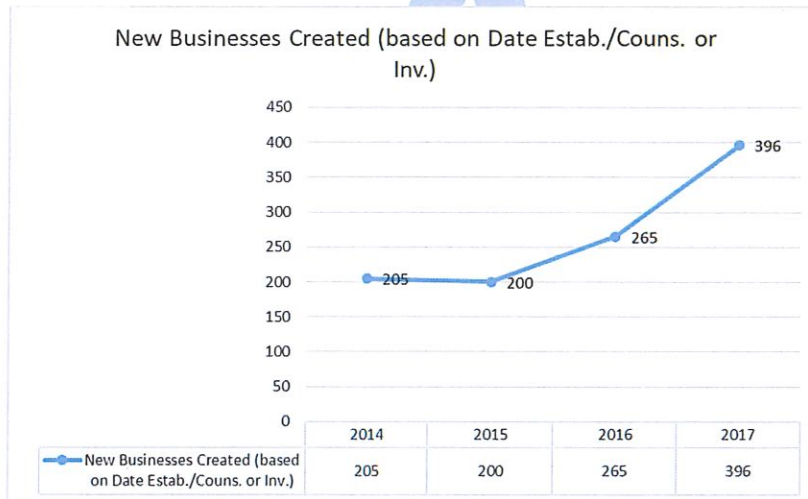
The New Mexico's investment leverages \$1,379,051 of Federal grant funding from the SBA and DLA.

New Mexico's \$4.2 million investment in the New Mexico SBDC results in an estimated generated \$13.5 million in incremental sales.

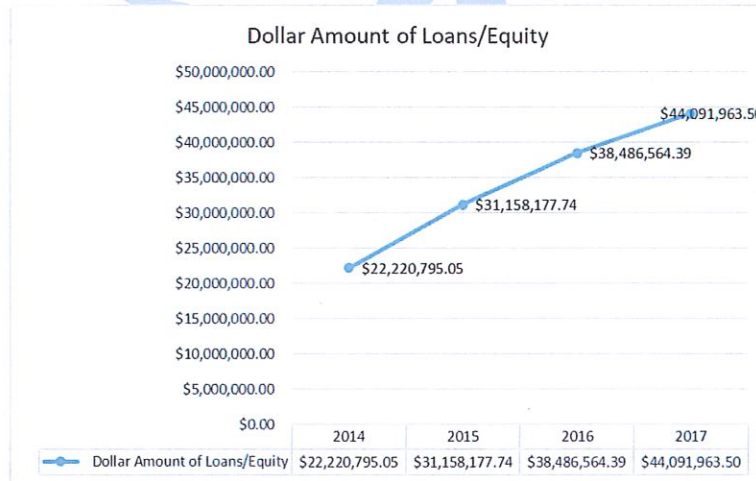
Every \$1 dollar invested into the New Mexico SBDC program results in \$9.15 of financial leveling for the clients.

An estimated \$38.7 million in financing was obtained by clients as a result of the counseling received.

New Businesses Created



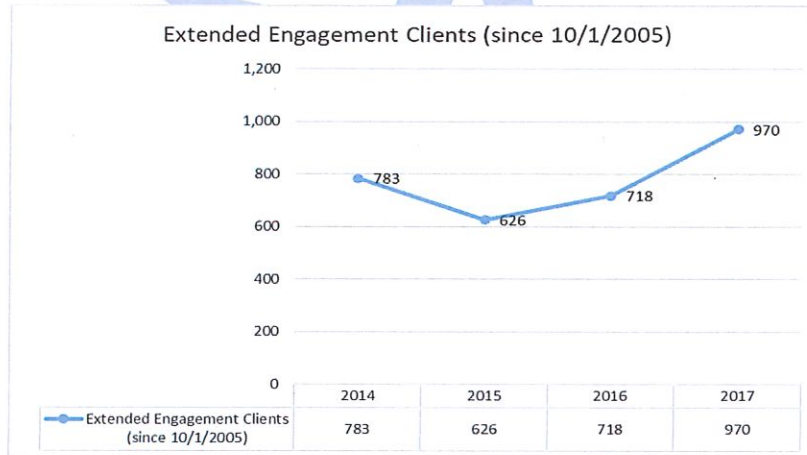
Dollar Amount of Loans/Equity



Long Term Clients



Extended Engagement Clients



Total Clients Counseled



Other Results

- Our 5 Year Accreditation Cycle Site Visit occurred October 13-18, 2019, with the Program meeting all standards.
- All SBA Program reviews the past 5 years as well as all SBA Finance reviews have all resulted in NO findings for the Program.

Current Projects

- Enhanced Services to Remote Local Businesses Beyond our Current Center Locations via Virtual Advising
- Native American Business Assistance
- Solopreneur Guides and Training
- Expand International Trade Impact through Supply the Supplier

Current Projects 2

- Facilitating SBA Resource Partner Collaboration. SCORE, WESST, VBOC, SBDC
- SBA Resource Partner Disaster Assistance Response Team created a 77 page guide.
- Furthering small business technology transfer

SFY 20 Funding

- NMSBDC – state - \$3.6 million; federal - \$808,960
- PTAC – state - \$330,200; federal - \$552,040
- IBA – state - \$142,500; Western - \$20,000

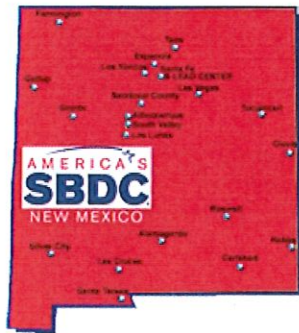
RPSP SFY21 Request

- NMSBDC – \$188 (restore portion of the 5.8% loss of Program funding since SFY15)
- PTAC – \$50K (increase in the required state match)
- International Trade – continue present amount

QUESTIONS/COMMENTS



Thank You For Your Continued Support of Small Businesses in New Mexico!



The New Mexico Small Business Development Center Network

- Centers Statewide
- No-Cost confidential business consulting
- Low-cost business training workshops
- Certified business professionals

The NMSBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. All options, conclusions or recommendations expressed are those of the NMSBDC and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

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